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International Commerce

April 27, 1964

Venezuelan industrial expansion

pages: 2—17

Business Bulletins *from around the world*

AFGHANISTAN—Test flight of Pakistan International Airways into Kabul points to inaugural, possibly in May, of weekly Karachi-Kabul-Moscow-London service. PIA service Kabul-Peshawar-Rawalpindi-Lahore, with 4 flights weekly, inaugurated early this month.

BELGIUM—Papercraft Corp., Le Page, Inc., of Pittsburgh establish Papercraft International, S.A., Brussels, to manufacture paper articles, pastes, glues.

Labor conflicts continue in chemical industry, as 5,000 workers remain on strike. In metal fabrication industry, strike notices filed for 11,000 workers.

DENMARK—Opening date for apple import season changed from May 1 to April 20.

FRANCE—Control Data Corp., Minneapolis, set up Control Data—France in Paris, to produce, assemble, sell calculators. This is company's 5th European subsidiary.

Compagnie Européenne de Calculateurs Industriels et Scientifiques (CECIS), currently distributing electronic equipment in Europe for Scientific Data System (SDS), Santa Monica, to manufacture such equipment in France under SDS license, for new venture formed jointly by SDS and Compagnie Générale d'Electricité.

INDIA—Recently renewed Indo-French trade agreement (through calendar year 1964) provides for increased mutual trade, greater collaboration in Indian planning, development. France agrees to increase certain import commodity quotas, send technical mission to study possible French participation in production of chemicals, petro-chemicals, metallurgical products during Fourth Plan (1966-71).

ITALY—Minnesota S.p.A., Italian subsidiary of Minnesota Mining and Manufacturing Co., purchases controlling interest in Ferrania, one of Europe's largest photographic material producers. FIAT and Montecatini were principal shareholders in firm.

Subsidiary of Eastern Gas and Fuel Associates signs 10-year contract to supply Italsider, Italian state-controlled steel company, with 11 million tons of coal.

KUWAIT—Eight-man Canadian pharmaceutical industry trade delegation on 2-day mission seeks to increase sales of medicines, chemicals, feed supplements, veterinary medicines.

MALAYSIA—New Esso Standard, (Malaya), Ltd., refinery at Port Dickson, one of the largest industrial projects in Malaysia, represents investment of over $15 million. Refinery represents largest U.S. investment in Malayan pioneer industries program; will be capable of processing 24,500 barrels of crude oil daily, to be turned into liquified petroleum gas, kerosene, asphalt, various grades of petrol, fuel oil, aviation fuel.

MOROCCO—Substantial increase occurs in U.S. sales of edible oils, with nearly 59,530 tons imported from U.S. in 1963 out of total Moroccan purchases of over 66,000 tons. U.S. sales of soybean oil rose from about 19,000 tons in 1962 to 35,000 tons last year. Demand for edible oils, particularly seed oils, blends less expensive than olive oil, should continue to grow here. Soy Bean Council of America to establish office in Casablanca to further develop market for U.S. oils.

NETHERLANDS—Government to contribute $14.2 million toward $33 million project for development of first jet passenger aircraft of Dutch design, Fokker F-28, by Fokker Aircraft Works, Amsterdam. Firm to contribute $14.2 million by means of Government-guaranteed loan. Remainder to be furnished by West German, French, possibly Italian interests.

NIGERIA—Main civil works contract for Niger Dam, key project in 6-Year Plan awarded to Italian contractor Impregilo, low bidder at $100 million. Reportedly, Italian firm's bid will involve procurement from U.S. sources of some $23 million in materials. Construction scheduled to begin in May.

NORWAY—Consortium to prospect for oil, natural gas in Norwegian part of North Sea continental shelf, formed by 9 major industrial, shipping firms. For its geological surveys of sea bed, consortium engages independent Canadian consultant firm, plans completion this summer of magnetic, seismological surveys.

Marked increase noted in shipping orders by shipowners last year. In 1963 shipowners ordered 104 new vessels totaling 4,069,000 tons dw., bringing aggregate ship tonnage on order at year's end to approximately 7,000,000 tons dw.

PERSIAN GULF STATES—Bahrein, Qatar plan to install commercial television. British firm, Independent Television Programming, Ltd., finishes field surveys in both countries; now proposes TV station to Bahrein Government.

PHILIPPINES—Latest Australian trade exhibit vessel making calls at various Southeast Asian ports visited Manila. Trade exhibit included 600 products, was accompanied by 112 Australian businessmen representing exhibiting firms.

SWITZERLAND—Imports from U.S. of electronic tubes (other than TV picture tubes), photocells, semi-conductors almost tripled from $651,000 in 1960 to $1.82 million in 1963. Total imports of these products climbed from $3.60 million to $6.32 million during same period. Imports from U.S. of components for measuring, testing, control instruments rose more than five-fold from $114,000 in 1960 to $609,000 in 1963. Total imports rose from $644,000 to $2.05 million.

UNITED ARAB REPUBLIC—Hilton International signs contract to construct, manage 3 new hotels; Alexandria Hilton, Luxor Hilton, Aswan Hilton. In addition, contract provides for 100-room expansion of Nile Hilton in Cairo.

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the cover

The modern expressways twisting and turning their way into Venezuela's capital city of Caracas symbolize the drive toward industrialization in progress in the Latin American nation. U.S. businessmen visited Venezuela recently as members of a trade mission and report that the country, standing on the threshold of vigorous economic expansion, offers a promising capital goods market. For the mission report, see pages 2-17.

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NEW, MODERN FACTORY AT VALENCIA: Protinal, manufacturers of animal feeds, recently opened this plant in north central coastal area.

Venezuela industrializes

On threshold of vigorous economic expansion, country offers capital goods market

By ANDREW B. WARDLAW

Mission Director

Today Venezuela stands on the threshold of what promises to be a period of vigorous economic expansion, and business leaders are convinced that circumstances are favorable for this economic growth.

ANDREW B. WARDLAW

Venezuelans everywhere seem confident of the political stability of the country. The belief is widespread in Venezuela that exports of petroleum and other products will continue to earn the foreign exchange needed for economic expansion. It is generally accepted by Venezuelan businessmen that their Government has placed the country's fiscal system on a sound basis after the excessive spending of the Perez Jimenez regime.

Government and business leaders point to the country's vast mineral wealth, its present and developing electric power facilities, and its internal transportation system as affording a firm physical basis for economic expansion.

The future which Venezuelan business foresees is not only one of expansion, but also one of industrialization, for the Government and the business community are committed to a policy of urgent promotion of manufacture within the country of consumer goods and simpler mechanical equipment.

Should this view of the economic prospects for Venezuela over the next few years be well founded, and the U.S. Trade Mission believes that it is, there are three obvious conclusions about the future of American business in Venezuela:

- The country's large foreign exchange earnings and rising demand for goods of all kinds insures that Venezuela will continue to offer an attractive market for U.S. exporters.

- The drive toward industrialization means that the character of the country's imports will continue to change, with the market being closed more and more to foreign light manufactured products, but with the demand for foreign capital goods and raw materials rising sharply.

- The U.S. investor, able to offer sound technology and good management practices, should find rewarding opportunities for licensing and investment in Venezuela.

Business confidence in the political stability of any country is essential to the country's economic progress, and Venezuelan businessmen speak with assurance about the outlook for the political stability of Venezuela. This confidence was greatly bolstered by the peaceful character of the Presidential and Congressional election on December 1, 1963, and by the peaceful inauguration of the new President on March 11, 1964.

Another essential to the economic expansion of Venezuela is continuation of her large foreign exchange earnings. These earnings, which amounted to some $2.6 billion in 1962, come about 93% from petroleum and 5% from iron ore. The Venezuelan Government has not in recent years awarded new concessions for petroleum development and so expenditures by the companies on exploration and new development are much lower than they were some years ago. Output from existing operations continues, however, and in 1962 Venezuelan petroleum exports amounted to $2.4 billion. It is anticipated that these exports will increase about 4% annually.

There are no signs of Venezuelan developments which threaten iron ore exports although world market conditions have caused them to drop some 36% in the last 2 years. As the ore constitutes only 5% of exports, the drop amounted to less than 2% of export earnings.

Therefore, Venezuela can be expected to continue its high foreign exchange earnings.

Fiscal policy sound

Also contributing to the encouraging economic outlook of Venezuela is the Government's sound fiscal policy and the strength of the bolivar. The Venezuelan Treasury ran a surplus in 1963 of 612 million bolivares ($134.6 million) of which 585 million bolivares ($128.7 million) were used to reduce the public debt and 27 million ($5.9 million) to increase Treasury reserves. On December 31, 1963, the national debt was only 2.23 billion bolivares ($490.6 million); the equivalent of less than one-third of the national budget. In January 1964 the nation's international monetary reserves amounted to $796 million and the bolivar has an almost complete gold coverage.

The country offers some of the more essential physical facilities for economic development. Venezuela possesses a good road system connecting the major centers of the country, and the internal flow of its commerce is largely by highway. Highway development has progressed significantly in recent years and further road construction is planned. The magnificent super-highway from La Guaira to Caracas would be an outstanding link in any country's highway system. The country also makes use of coastwise shipping and of the rail lines from Caracas to Valencia and from Puerto Cabella to Barquisimeto.

Venezuela places much of its hopes for its future on electric power. The country's installed power grew annually about 19% in the decade up to 1960. It has more than doubled in the last 3 years and the Government is now building the first stage of the enormous Guri power dam on the Caroni River which, when completed in 1968, will have a capacity of 350,000 kilowatts. When the whole project is completed it should have a capacity of 6 million kilowatts. In 1963 the country produced an estimated 6.6 billion kilowatt-hours. Adequacy of the power supply at present varies somewhat from area to area, but plans are advancing for improved power distribution throughout the country.

U.S. Trade Mission to Venezuela

A U.S. Industrial Expansion Trade Mission to Venezuela visited Caracas, Maracaibo, Maracay, and Barcelona February 22—March 22, developing over 180 trade and investment opportunities for U.S. companies.

The Mission held individual interviews with over 200 Venezuelan firms. Of the 310 Business Proposals of U.S. firms presented by the Mission, 171 were of interest to 262 Venezuelan businessmen.

Charles Ludewig, of the Commerce Department's Trade Missions Division, was the group's Trade Development Officer.

Reports from the six members are presented in this issue of *International Commerce*. Specific leads developed by the mission have been reported in recent issues.

New industries in urban areas

Enthusiasm for economic development and industrialization is evident everywhere. Caracas is growing rapidly and its industry is expanding, in spite of the widespread feeling that the city, which accounts for some 70% of the country's industrial production, already has too many manufacturing plants. New industries are springing up in most other urban areas of the country, and each city the Mission visited has a well developed industrial zone, to which it was working energetically to attract new industries. Valencia has been particularly successful in this. Maracaibo, Maracay, Barquisimeto, La Victoria, Cagua are competing strongly for new industries as are various other Venezuelan cities.

Outstanding among the developing areas is the Government sponsored Santo Tome de Guayana in eastern Venezuela, centering in the juncture of the Caroni and Orinoco Rivers. Until the end of the Second World War this area was remote from all economic development; however, two American companies began large iron-mining operations there in the late 1940's. This was followed by completion in 1959 of a large dam (300,000 kilowatt installed capacity) at the mouth of the Caroni River, and of a Government-owned steel mill.

Numerous secondary industries are now springing up around these major operations and workers are reportedly flowing into the area at the rate of 1,000 each month. With completion of the first stage of the Guri dam in 1968 the area's supply of cheap power will be vastly increased and industrial installations in the area can be expected to multiply rapidly.

A calculated policy

The general industrial expansion in Venezuela reflects not only these favorable economic conditions but also a calculated Venezuelan policy. This policy is one of placing high tariffs on most consumer goods and light industrial products which the Government believes can be produced in the country or of withholding licenses for their importation. It also sometimes involves the granting of credit and other facilities for local manufacturers of these goods.

Although 17.7% of Venezuela's imports in 1959 were consumer goods, by 1962 that figure had dropped to 13.7%, and each month additional imports are subjected to restrictions. For example, import licenses are denied for assembled automobiles, and the Government requires that each year the automobile assemblers purchase locally components accounting for an additional proportion of the weight of the finished automobile.

These measures are giving impetus to creation of new industries; and the for-

the author

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SYMBOL OF MODERN CARACAS: The twin-towered building in upper right is 'Centro Bolivar'. It provides office space for 7000 people and parks 1600 cars. It stands at the end of an expressway linking the capital city with suburban area 10 miles away. Caracas monopolizes the export-import district trade.

eign manufacturer of consumer goods and light, simple machinery is more and more faced with the choice of participating in manufacturing in Venezuela or of being cut out of this market. This Governmental program results in a sharp increase in the retail price of many of the locally manufactured goods. Nevertheless, the country is committed to it. Furthermore, Venezuelan business generally has the capital for investment in industry, and its general need from outside is technology, not money.

Any American businessman thinking of entering the Venezuelan market, either through exporting from the United States or through manufacturing in Venezuela will wish to know something about the size of that market. Venezuela has a population of about 8.3 million today, but this population is increasing at a rate of 3.5% annually. Thus, the businessmen will be working in a country which, while not large among the nations of the world, is growing rapidly.

This population explosion does not create as serious problems in Venezuela as it does in many other countries, because in the foreseeable future, Venezuela, with its large petroleum income, has good prospects of maintaining a rate of economic growth which will enable it to raise standards of living despite the population growth. Thus, the Venezuelan market is indeed an expanding one.

Market varies with product

When we speak of the size of the Venezuelan market, however, we must think in terms of effective purchasing power, and when we do this, we find ourselves dealing with figures much lower than the 8.3 million mentioned above. The actual size of the market will vary with the product, since, for example, everyone must eat something but not everyone must eat caviar. It is said that in Venezuela 10% of the families receive 50% of the nation's private income, the next 40% receives 40% of the private income, and the lowest 50% receives only 10%. These estimates may not be absolutely accurate, but they make it clear that the effective market for most manufactured goods is relatively small.

On the other hand, it is obvious that there is a rapidly rising middle class in Venezuela whose purchasing power and demands are moving upward. The drive toward industrialization seems to be an important force in producing this rise in the size and purchasing power of the middle class. Thus, again, there is sound reason for a belief that the market will continue to expand at a strong rate.

A total of 279,905 automobiles and 113,817 trucks were registered in Venezuela in 1962. In the major cities about 82% of the homes have radios. Television sets are installed in 57% of the homes in the metropolitan areas reached by television broadcasts.

In thinking of the Venezuelan market for manufactured goods, whether imported or manufactured domestically, one must think of the cities and the immediately adjoining areas, for it is there that purchasing power is concentrated.

The lowest wage earners tend to be in agriculture and there is a constant movement of agricultural workers to the cities. This concentration of purchasing power in the cities is shown strikingly by the estimate that in 1961 Caracas alone had 19% of the country's population, and 45% of its disposable income.

Venezuela's peculiar economic position makes it in many ways the most attractive market in Latin America. In 1962 its per capita imports were $135, the highest in the whole region. This compared with $63 for Argentina, $31 for Mexico, and $20 for Brazil.

Another important characteristic of the Venezuelan market is its freedom from exchange controls. This is most important to the U.S. exporter or investor. There is an unfortunate tendency in the United States for businessmen to lump all of the Latin American countries together and assume that because there are rampant inflation and severe restrictions on payments in some countries, these conditions prevail everywhere in the area.

The U.S. businessman should be aware that there are firm areas as well as soft ones in Latin America, and that Venezuela in many ways is the firmest. The exporter should not give credit blindly in Venezuela, but on the other hand he should not blindly refuse it.

If U.S. business will act upon the possibilities which Venezuela offers for exporting and investment, it will increase its own profits and contribute to the economic growth of our greatest Latin America trading partner.

Government representation

Venezuela maintains an Embassy in Washington, D.C. and Consulates in Baltimore, Md. (801 Keyser Bldg.); Canal Zone (Apartado 406, Colon, Republica de Panama); Chicago, Ill. (664 First National Bank Bldg.); Houston, Tex. (405 Main St.); Miami, Fla. (904-6 Ingraham Bldg.); Mobile, Ala. (118 North Royal Milner Bldg.); New Orleans, La. (1107 Queen and Crescent Bldg.); New York, N.Y. (600 Fifth Ave.);

Philadelphia, Pa. (401 Liberty Trust Bldg.); Portland, Oreg. (Builders Exchange Bldg.); San Juan, Puerto Rico (P.O. Box 1364); San Francisco, Calif. (821 Market St.); Savannah, Ga. (140 Bull St.).

The United States maintains an Embassy with consular services in Caracas, and Consulates in Maracaibo and Puerto la Cruz.

Variety of equipment needed as heavy industry in Venezuela begins to flex its muscles

Industrial centers humming, foundries mechanizing, power supply increasing, construction on the move; contact with U.S. market by sea and air is rapid

By RALPH H. ROTH

President, Machinery Products Corp.
St. Louis, Mo.

Venezuela is a stimulating country—big, confident, possessed of great natural wealth, and inhabited by a proud people with a desire to get things done.

RALPH H. ROTH

From the awakening giant represented by the newly created Guayana's region in the east, bustling Caracas, Maracay, Cagua, La Victoria, and Valencia in the central area, to the black gold of Maracaibo, Venezuela stands on the verge of an economic boom.

In the Guayana region a complete industrial complex is in the making. The Macagua power dam is operating and the Guri power project is well on its way. Iron ore operations are a masterpiece of efficiency and good management. Steel mill operation is to play an important part in development of this area. The region has a tremendous potential for the future. Supporting industries are now operating and others are under construction.

The industrial centers Caracas, La Victoria, Maracay, Cagua, and Valencia in the center of the country are humming with activity. Maracaibo and the whole State of Zulia, with the advantage of a plentiful supply of natural gas, too, is advancing industrially.

Oil keeps the economy primed, and the mountain of iron ore and other minerals is making its presence felt in the nation's business. Power dam installations will soon supply vast quantities of plentiful low cost electric power. Transportation by water and the constantly expanding highway system is adequate and connection with the U.S. market by air and sea is rapid.

Industrialization in many fields is advancing at a fast pace—principally in automotive assembly, consumer goods, building materials, paper, textiles and metal fabrications.

Flexes muscles

In Venezuelan heavy industry, just beginning to flex its muscles, we find many trade possibilities.

A completely new basic industry, still in the making, provides the nucleus for the many supporting industries that need equipment to roll, form, forge, shape, fabricate, and machine steel.

Powerplant and transmission equipment, switch gear, transformers, and related miscellaneous equipment will be purchased largely from outside sources.

Steel, iron, brass, and aluminum foundries are beginning to mechanize their operations and will be a continuing source of sales for modern, mechanical equipment and supplies. Good quality coke, sands, and compounds are in great demand and all are imported.

Forging equipment for agricultural implements, automotive parts, oil industry equipment, pipe fittings, flanges, and repair parts has a big sales potential and will grow as industry expands.

In the oil industry locations, a number of machine shops have been set up to provide maintenance service. These shops are growing in size and are adding capacity and heavier machine tools.

Sugar mill replacement parts are being produced and recently one established firm expanded its plant facilities to produce rolls, journals, and journal boxes. This operation requires heavy equipment for manufacturing as well as heavy structural and hoisting equipment.

Production of steel plate, sheet, coil stocks, and shapes is contemplated in the near future. Equipment for such operations is being priced and orders should be placed as the industrial pace quickens.

Truck body plants are expanding in size and scope of operations. Trailers and vans of all types are being produced and as practically all transportation is by trucks over a good net of highways, the need is increasing for larger fleets. Fabrication equipment of all types will find a ready market.

The construction industry is again on the move and will need replacement equipment and maintenance parts. Shops to service such equipment are small and not too well equipped. Expansion of facilities will provide another market for machine tools and related accessories.

Industrial expansion and the related requirements for factory building presents a favorable market for ventilation and industrial air conditioners, cooling towers, radiators, heat exchangers, and other industrial items.

Material handling equipment is now in great demand. Simple conveyors are being produced by a number of small manufacturers but there are many fields of sales in the heavier and more sophisticated lines.

Marine equipment will be needed for many uses. Barges, lighters, tugs, fishing and work boats, and all related marine and maintenance equipment present a good and expanding market.

Basic machine tools of all types are being sold in a staggering volume. The bulk of this trade is now European. Our personal observation is that a much larger percentage of sales could be made by U.S. manufacturers if their proposals emphasized the superior quality of U.S. equipment.

Much European equipment, especially in machine tools, is of lighter construction than that normally purchased by the U.S. buyer. To compete in this market, U.S. manufacturers can offer machine tools similar to those purchased by the small contract shops in the United States.

Joint venture, licensing

There are many fertile fields for joint venture and licensing in machinery. The U.S. trade mark is highly respected as a standard of quality, a prestige item for the local manufacturer, and a successful sales factor.

Interviews with many businessmen in Venezuela aroused their immediate interest in the proposals tendered by the mission from U.S. manufacturers seeking joint ventures and licensing.

A goodly number of requests in other fields for joint ventures and licensing leads one to consider the possibilities in heavy industry. At present, U.S. heavy industry is not established in Venezuela except in oil and iron ore operations.

Mission observations indicate that the timing is right to explore business possibilities in Venezuela. A promising field is that of basic, simple, and fundamental machine tools such as metalworking equipment, presses, shares, press brakes, and related metal forming and welding equipment. Opportunities seem to exist for manufacture of simple machine tools, for Venezuela has few such manufacturers.

In visits to machine tool supply houses in Caracas, the mission found some U.S. tools and many European tools on display. One supplier reported selling 200 engines of Western German origin in 1963.

Another dealer reported substantial sales in overhead crane and hoist assemblies, also of German origin. The crane manufacturer in Germany has prepared a "Building Block" program of standard assemblies along with engineered plans for construction of overhead, gantry, gib, and wall mounted cranes. Structural assemblies are built locally or on site from the plans and then assembled with the selected components. This is one of the finest do-it-yourself industrial kits ever seen by this observer.

Venezuelan imports: Supplier patterns shift

	1948	1954	1957	1960	1962
Total imports, in $ millions	839	917	1,833	1,066	984
Country of origin:	Percent of total				
United States	77.9	61.6	63.5	51.7	52.5
United Kingdom	6.5	7.8	6.4	6.0	6.1
Canada	2.0	4.0	2.4	3.7	4.5
Germany, Fed. Republic	0.3	6.8	9.4	8.8	8.7
Italy	1.6	2.5	4.4	6.3	5.3
France	1.0	3.5	2.7	2.3	3.0
Belgium-Luxembourg	0.9	1.7	1.9	2.9	2.5
Netherlands	0.7	2.2	1.8	2.5	2.3
Japan	neg.	1.3	1.6	3.6	4.1
Other countries	9.1	8.6	5.9	12.2	11.0

Source: Direccion General de Estadistica y Censos Nacionales, Estadistica Mercantil y Maritima, 1947–55, Direccion General de Estadistica, Boletin Mensual de Estadistica, 1956–58, and Boletin de Comercio Exterior, 1959–62.

A line of manually operated metal shears partially built in neighboring Colombia and assembled and completed by the supply house in Caracas also were seen.

U.S. manufacturers of machine tools can adopt similar joint programs, and carry through ultimately into full scale manufacturing operations in Venezuela.

In joint venture operations, foundry, forging (pipe flange and fittings), material handling, mining, and powerplant equipment were discussed by businessmen already established in their respective fields of endeavor but who are looking toward the United States for that well known trademark and who are ready, willing, and eager to join hands in gaining this competitive advantage over the European suppliers.

Direct sales, joint venture, licensing—all are here and waiting for action by Mr. U.S. Manufacturer.

Sales pointers

One month in Venezuela does not make a mission member an expert in the field of sales, but it does give him a chance to receive many helpful suggestions from successful and respected individuals and firms with long careers in Venezuela.

Sales policy must be at the highest level of integrity and must engender respect. Hit and run tactics will not do. Sales engineers well trained and respected as experts can do a good job.

Venezuela's industry has many capable engineers. Sales personnel of equal training will be warmly received and listened to, but Venezuela is trying to get there over night so promptness in response to quotations, proposals, and inquiry should be a cardinal rule for anyone seeking to do business there.

Availability of spare parts is a big factor favoring selection of U.S. equipment over European equipment. The United States is just a few hours away by air but the mission heard complaints that in many instances it is still possible to get spares from European sources in less time than some U.S. firms take to acknowledge the order.

Generally, however, businessmen were complimentary in their remarks about

U.S. manufacturers who are doing business in this market and who have established parts and supply warehouses in our Southern ports for fast and, in some instances, over night emergency service.

Service can be a strong selling point and if the sales engineer can also double as a service man, he can attain favorable and continuing results.

To do a good job in this market and to insure continuing success, transactions should be handled in Spanish. Catalogs, brochures, price lists, spare parts, and instruction manuals should be prepared in Spanish.

The European supplier has done a good job in Venezuela by recognizing industry's basic needs, has also priced his products attractively, and aided his sales with liberal credit terms. Observations indicate that the U.S. supplier also can do a good job if he will take time to acquaint himself with the U.S. Government-organized credit and risk insurance programs and use these programs in selling to this market.

Used equipment

To round out these personal observations, another point should be mentioned:

This is not a used machinery market. Only one request was made for a used machine tool during the many interviews and plant visits.

There is a market, however, for complete plants of used equipment, including tooling for manufacture of a product. A number of requests were received, especially those dealing with joint ventures and licensing, for contacts with U.S. manufacturers who have used product lines and manufacturing equipment—including tooling—available for transfer to Venezuela. This would generally involve installations for relatively small volume production. Such equipment should be reconditioned and ready to roll, and tooling should be in first class condition.

In tooling, Venezuela has a weak link: Facilities for making toolings are extremely limited, offering a big field for the "tool engineer." Contract tool shops, pattern shops, heat treat facilities and other related fields provide a good sales market for equipment and services.

Mission opinion is that Venezuela is on the way. U.S. business can participate in this market.

the author

Mr. Roth is a specialist of many years' experience in the production and efficient use of a wide line of machine tools for industrial application. He has been president and sales manager since 1955 of several companies in St. Louis.

SOUTH AMERICA'S FINEST HARBOR: La Guaira, reported to be one of the finest artificial harbors on South American continent, is 7 miles north of Caracas, and a major port for exports and imports.

Changing import patterns in Venezuela spark strong capital goods market

European machinery manufacturers offer competition; although U.S. share has dropped, suppliers are in strong position

By JOHN J. DEMPSEY

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JOHN J. DEMPSEY

The foundation of a new industrial nation is being laid in Venezuela. Within a basically sound economy, supported by petroleum and iron ore exports, a spirit of progress is everywhere evident. Purchasing power has increased, confidence has been restored, and Venezuela, whose total trade with the United States is greater than that of any other country in Latin America, is entering a new era.

The rapid increase in manufacturing in the country means that Venezuela now makes many products it formerly imported. This trend appears certain to continue. The program of industrialization is being carried forward in the favorable climate of business confidence, recent political stability, and large foreign exchange earnings, and under the forced draft of restrictions on imports of consumer goods and light manufactures. It is also promoted by direct Government assistance to many new industries.

The massive effect of this drive toward industrialization on Venezuela's import pattern is shown in the accompanying table of imports in 1961, and 1962, and projected through 1966. While total imports are projected as generally increasing over this period, the increase will be heavy in capital goods. On the other hand, imports of agricultural products and "other manufactured goods" will fall sharply.

The composition of Venezuelan imports in 1962, as published by the Venezuelan Direccion General de Estadistica in its Boletin del Comercio Exterior in December 1962, was (in % of total):

Raw materials, 31.4; machinery and

Venezuela plans steady growth in capital goods imports

	Actual		Projected				Average annual change
	1961	1962	1963	1964	1965	1966	1963-66
Total imports, in $ millions[1]	1138	1117	1251	1363	1358	1281	+ 3.5
Import categories:							
Agricultural products	62	56	43	41	39	39	− 8.6
Capital goods	165	239	362	482	520	531	+22.1
Other manufactured goods	796	711	721	704	665	582	− 4.9
Other products	115	111	125	136	134	129	+ 3.5
	Percent of total imports						
Agricultural products	5.5	5.0	3.4	3.0	2.9	3.1	3.1
Capital goods	14.5	21.4	29.0	35.4	38.2	41.5	36.1
Other manufactured goods	70.0	63.6	57.6	51.6	48.9	45.4	50.8
Other products	10.0	10.0	10.0	10.0	10.0	10.0	10.0

[1] Converted to dollars from 1960 bolivares at the rate of $0.2985 per bolivar.

Source: Oficina Central de Coordinacion y Planificacion, **Plan de La Nacion**, 1963-66, Caracas, May 1963.

accessories, 20.5; transportation equipment, 11.9; construction machinery, 5.7; foodstuffs, 7.7; beverages, 0.4; consumer luxury goods, 6; and consumer nonluxury goods, 16.4.

The United States retains a strong position in the Venezuelan market, with our products accounting for 52.6% of Venezuela's imports in 1962. The U.S. share of this market is dropping, in fact has declined from 68.1% in 1950. West Germany and Japan have made the principal gains among our competitors, although most of the major trading countries, with the exception of the United Kingdom, increased their share in the Venezuelan market over this 12-year period. Our competitors were particularly successful in increasing their sales of machinery and transportation equipment.

Built-in position

The United States has a built-in position of strength in the machinery field in Venezuela, as U.S. private investment there amounts to $3.5 billion. Thus, a large group of companies is predisposed toward the United States as a source of supply. Our position is also greatly strengthened by the high reputation of U.S. machinery and by our years as the largest supplier of the Venezuelan market.

On the other hand, many Venezuelan firms have long-established preferences for European machinery. This preference is strengthened by the many European technicians and businessmen who have made Venezuela their home and who determine their companys' buying practices.

Study the market

Selling in Venezuela begins in the United States with a study of the Venezuelan market. If a study of the market shows sufficient potential for a U.S. product, the exporter should begin his sales efforts by sending to Venezuela a person with authority, fully familiar with the product. Knowledge of Spanish is valuable but knowledge of the product or operation is more important. Such a visit may be for the direct sale of a large item, or it may have as its purpose appointment of either an agent to sell to many dealers or a large distributor to act on an exclusive basis. The exporter must be prepared to support the local sales office with advertising, sales promotional material, and samples, if practical.

The Department of Commerce offers, at low cost, Trade Lists showing principal importers, exporters, and manufacturers in all important lines, and World Trade Directory reports which give detailed information about individual firms, their organization, representations, and reputation. It offers other special services.

Depends on sales effort

As in the United States, however, the seller's success will depend on the effort he puts into the sale. Venezuela offers an attractive market and good economic climate in which to operate, but products still must be sold there.

There is a strong tendency not only to manufacture as many products as possible in Venezuela, but also to purchase imported products from local sources rather than direct from the foreign supplier. Development of a distributor in Venezuela requires understanding and cooperation by the U.S. exporter with his representative in Venezuela.

Capital goods are sold in Venezuela by the distributor on long terms and the distributor needs terms from the U.S. supplier. Also, if a distributor carries stocks of spare parts and other products, he needs terms to help him finance his inventory. Many U.S. exporters miss sales in Venezuela because they are unwilling to grant terms local conditions would seem to justify.

Advice for newcomer

Doing business in Venezuela is necessarily different from in the United States and the foreign businessman must be aware of local rules and practices, but experienced men find fewer difficulties there than in many other countries overseas.

Any serious attempt by a U.S. manufacturer or exporter to enter the Venezuelan market requires understanding of certain basic procedures. These are well known to the U.S. firms established in the Venezuelan market. The following bits of advice should be of benefit to the newcomer to the Venezuelan market:

► Advertising, technical manuals, and correspondence should be in Spanish.

► Correspondence should be answered promptly and acknowledgement of orders should give an estimated shipping date.

► Terms of payment should be clear and mutually agreed upon. Time of payment should take into consideration the nature of the product. If the product is capital equipment or is for the inventory of a distributor, the terms should be longer than for products that are to be sold quickly. The U.S. manufacturer should inform himself carefully on the assistance rendered by the U.S. Govern-

the author

Mr. Dempsey's firm, founded by him in 1931, specializes in construction and construction materials, prefabrication and pre-engineering of buildings, and in engineering specialties.

Mr. Dempsey is a past president of the Venezuelan Chamber of Commerce of the United States and a former vice president of International Executives Association.

MARACAY INDUSTRY: General view of new factory area in Venezuela; textile and lady's fashion plants in background, warehouses in foreground.

ment when longer terms and credit insurance are necessary.

► Size and character of the order should be reviewed and if the order is too large or if the specifications or patterns are not practical the customer should be advised.

► Packing should be adequate—heavy enough for protection but light enough for economy. Bulky packing should be avoided where practical, since most Venezuelan duties are computed on gross weight.

► Required documents should receive careful attention and a freight forwarder should be used if the manufacturer does not have adequate experience in exporting to Venezuela. The question of the designation of the consignee is important, since under Venezuelan law, the consignee can withdraw goods from Customs without presentation of documents.

► Exporters should bear in mind that the metric system is standard in Venezuela.

► Electric current is 50 cycles in the Caracas area and 60 elsewhere.

A serious shortage of houses for workers exists in Venezuela, but most building materials are manufactured locally. Cement is available locally in large quantities; steel is available and metal windows and doors also are manufactured domestically. Virtually the only products for this use that can be imported are locks and hinges.

Burgeoning growth, import curbs spur Venezuela's light industries

U.S. machinery well regarded by Venezuelan businessmen; Mission told of sloppy business practices by some U.S. firms

By FRED D. WRIGHT

President, Fred D. Wright Company
Nashville, Tennessee

FRED D. WRIGHT

As the U.S. businessman travels through Venezuela, he sees and hears a nation rapidly developing industrially: in the frontier area of Santo Tome de Guayana, with its great resources of iron ore, its steel mill and its tremendous hydro-electric potential; in Caracas, the center of Governmental and business activity; in the rapidly growing manufacturing area of the Central Zone; and in oil-rich Maracaibo.

This expansion offers attractive market possibilities to the U.S. businessman, especially in the light metalworking sector where demand for modern production and assembly machinery and equipment is particularly strong. It has also created growing demands for modern machine tools in the medium-size and price range to equip the many small support and service industries which are springing up everywhere.

Local governments, working closely with the Chambers of Commerce and other industrial associations, have encouraged this industrialization by establishing industrial zones with well equipped utilities to attract new industries in their areas. They have also granted tax advantages to new industries.

Government policy

The continued Venezuelan Government policy of reducing the number of items which can be imported has been the driving force behind this development in the metalworking industry. Dras-

Market profile—Venezuela

Area: 352,141 square miles, about one and one-third the size of Texas.

Population: 8.3 million. Growth rate of 3.5% a year is one of the highest in the world.

Principal cities: Caracas, 1.1 million, or 15% of total population in metropolitan area; Maracaibo, 421,166; Barquisimeto, 199,691; Valencia, 163,601.

Currency: Bolivar (1 bolivar = about US$0.22).

Gross national product: $78.8 billion in 1963; growing at annual rate of about 5%. Petroleum accounts for about 30%; iron ore and other mining, 1.3%; agriculture, 6.9%; manufacturing, 11.2%; commerce, 14.5%; services, 15.6%; and other, 20.5%.

Per capita income: About $580 annually in U.S. purchasing power; highest per capita income in Latin America, but unevenly distributed.

Electricity production: 4.9 billion kilowatt-hours. Installed capacity 1.6 million kilowatts.

Principal manufacturing industries: Food processing, beverages, petroleum refining, textiles, chemicals, and metal fabricating.

Mining: Petroleum accounts for about 30% of GNP, about 55% of Government revenues, and 93% of foreign exchange earnings. Iron ore, diamonds, gold, asbestos, coal, and salt mined on commercial scale.

Foreign trade (1962): Total exports, $2.6 billion; total imports, $1 billion. Ranked 10th in world, 2d in Latin America as market for U.S. products.

Principal exports, 1962: Petroleum and derivatives, 92.7% of all export earnings; iron ore, 4.7%; coffee 0.7%; cacao, 0.4%.

Principal imports, 1962: Machinery and material for transport, 35.0% of all imports; manufactured goods, 34.5%; foodstuffs, 11.5%; chemical products, 11.2%; raw materials, except combustible 4.0%; other, 3.8%.

Official gold and foreign exchange reserves, February 1964: $725 million.

U.S. private direct investment: Estimated at about $2.8 billion, of which about 80% is in petroleum. Exceeded only by U.S. investments in Canada and United Kingdom.

tically reduced imports of consumer goods such as automobiles, refrigerators, gas ranges, and other household appliances, are opening the way for the establishment of numerous new industries.

A recent survey of Venezuela's industrial potential lists the following new items which the light metalworking industry might produce in Venezuela: highway signs; truck, bus, and trailer bodies; insect screen and other screening; picnic chests; picnic stoves; marine hardware; fasteners; office accessories; oil cans; labels; spun kitchen utensils; cast kitchen utensils; food grinders; and powered hand tools.

This list by no means exhausts the industrial possibilities of Venezuela nor does it include the equally attractive area of goods already produced in the country on too small a scale to meet the demands of the market.

Automobile production is having a far-reaching effect on the metal industry of the country. One large assembler in Venezuela is turning out approximately 60 to 70 units per day, made up of some 10 different automobiles or trucks whose primary parts are manufactured in the U.S., Canada, the United Kingdom, and West Germany. This is certainly a wide variety of vehicles to produce economically, but it reflects what can be done when competition from foreign imports is eliminated. Certain other automobile assemblers turn out less than a half dozen cars each day.

Automobile assemblers are required to use more domestically produced components each year, and are encouraged to purchase them from other Venezuelan manufacturers rather than produce them themselves. This has spurred all automobile assembly plants to seek new sources of supply in Venezuela and even to encourage small repair shops to go into small scale production of automotive parts. They even lend technical assistance to the manufacturers until they have mastered the problems of meeting exacting standards.

In the area of stampings and machined parts for the manufacture of automobile components, there is opportunity for the export of U.S. equipment and machine tools in the medium price range. There are many U.S. machines which are suitable for low quantity production and at the same time will give the required accuracy.

There is a great need for well equipped machine shops in Venezuela. Additional machine shops are badly needed for repairs and for small lot production and maintenance. Many large operations are maintaining expensively equipped shops for their own use because there are no local machine shops working on a job basis. Furthermore, those job shops now in operation generally need much more and better equipment than they now have.

While there are some tool and die plants in Caracas, there is business for many more. Mission members visited plants which had not only been equipped with production presses from the U.S. but had imported them with complete tooling for specific products.

The U.S. businessman can fit into this picture of industrialization in two basic ways. He can sell machinery needed for the country's new and growing manufacturing plants, and he can attempt to have his product manufactured in Venezuela. For the more advanced machinery, he would have to continue exporting his product; for the simpler he would probably have to arrange for local manufacture. In the in-between areas he will have to make his decisions after careful study of each industry and product.

Selling light machinery

The U.S. machinery exporter can enter the Venezuelan market with a strong initial advantage, since Venezuelan businessmen tend to regard American machinery highly. The petroleum industry has depended largely on U.S. equipment for its shops and field operations, and this has contributed greatly to the reputation of U.S. machinery in Venezuela.

For quality, there seems to be acceptance of U.S. machinery as the standard of the world, and Venezuelans generally know and want quality.

The major machinery market in Venezuela is with the small manufacturing companies already established or projected for the future, whose need is for equipment of medium range, size, and price. The need for this type of equipment results from the size of the market.

In general Venezuela is a market for less expensive and lower rate of production equipment, but there is also a justification in some areas for the highly sophisticated production machinery and equipment which the U.S. has supplied for many years. In many industries such as oil production, tobacco, textile and food processing, there are requirements for highly automated machinery and equipment. Many Western European countries are successfully selling this type of equipment.

Despite their initial advantage, the U.S. machinery exporters are facing rougher competition from Europe. First, there is the question of purchase price. European equipment is generally priced lower than U.S. equipment. Some U.S. exporters are overcoming this disadvantage by basing their sales efforts upon the quality and lower operating costs of U.S. equipment.

Unfortunately, in many cases the U.S. exporter quotes his price but does not make a proper effort to explain his product's quality.

Mission members also received complaints that some U.S. firms seem completely indifferent to export sales. Venezuelans frequently spoke of the difficulty of working with English language catalogs and service manuals sent by U.S. manufacturers. Also U.S. firms sometimes do not answer letters written to them by local firms. Of course, Venezuelan managers had high praise for the attentiveness of many other U.S. exporters, but the Mission heard a sufficient number of complaints to make it clear that some of our manufacturers were at best halfhearted in their pursuit of Venezuelan business.

Won't give credit

Another complaint which Venezuelan businessmen frequently voiced was the unwillingness of many U.S. firms to extend credit in any form. Apparently many firms insist on letters of credit regardless of the soundness of the Venezuelan purchaser. Instances were reported of Venezuelan firms willing to pay 30% to 40% more for U.S. equipment than for European if sold on some form of credit.

When the U.S. firm decides that it should have its product manufactured in Venezuela, it must decide whether to establish a fully-owned subsidiary, enter into a joint venture or license a local manufacturer. The first of these courses is widely used although some U.S. firms find it desirable to have partners familiar with the local scene or to grant simple licenses.

Should the U.S. firm decide to enter a joint venture or licensing arrangement, there are 4 groups of prospective entries into the growing manufacturing area with which U.S. firms might establish relations.

First, there is the already established manufacturing firm, which wishes to expand its line of products, either through the addition of more products in their present fields or through entry into completely new lines of products. Many of these desire only technical assistance from U.S. firms. These would be receptive to licensing arrangements requiring the U.S. firms to furnish the technical know-how, the processes, and the American brand name. For this group there would most generally be an agreed royalty payment.

Second, there is the small shop which has been established as a service industry; for example, the repair of radiators. It is a natural development from repair of radiators to their manufacture. This would take place in gradual steps. Mission members observed many examples of this type of business evolution.

Sometimes an operation was begun as a joint venture between a small service industry and a U.S. manufacturer, with the Venezuelan company assembling parts shipped from the U.S. firm. As the proficiency of the Venezuelan firm increased and as impediments were imposed on imports of components, the less complicated parts would be manufactured locally. This process of eliminating foreign-made parts and substituting locally-made parts would continue until the item was wholly made in Venezuela.

Third, there are many distributors who have represented U.S. firms in Venezuela for many years. Now, as a result of import restrictions, they are faced with the loss of their source of supply. Therefore, many desire to establish manufacturing plants under license or in joint ventures for the production of the brands which they have already imported, advertised, and built up customer acceptance. Many of these firms are quite capable in financing and distribution, but would require technical know-how for the production of consumer and industrial products.

Fourth, there are many persons who want to get into some type of manufacturing. While lacking in any know-how, they have the financial ability and have been attracted to the industrial scene by the opportunities being created at this time. The U.S. firm looking for a Venezuelan partner or licensee should not refuse to consider relations with these individuals merely because they lack manufacturing experience.

Whatever the decision as to sale or local manufacture, the U.S. firm will find possibilities in Venezuela.

the author

Mr. Wright has had more than 25 years' experience in the tool, die, and special metal cutting machinery field. He is an officer of nine corporations, and a vice president of the National Tool, Die and Precision Machining Association. He served with the U.S. Mission to the Philippines in 1960.

NEW EXPRESSWAY: Running from Maracay to Valencia, this newly completed highway links two of the state capitals in the northern region.

Venezuelan drive for industrial self-sufficiency creates varied openings for U.S. investments

Only Canada, U.K. have attracted more U.S. venture capital; imports of "priority" capital goods should step up

By THOMAS T. MURPHY
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THOMAS T. MURPHY

Venezuela beckons foreign capital to participate in its industrial development. Traditionally dependent upon foreign sources for its manufactured goods, since 1959 Venezuela has been embarked upon a plan for industrialization designed to make the Venezuelan state virtually self-sufficient in those manufacturing areas for which raw materials are domestically available, or can be easily imported.

This opens up numerous joint venture and licensing possibilities to the U.S. businessman.

Except for Canada and the U.K. more U.S. venture capital has migrated to Venezuela than to any other country. Over 30% of all U.S. direct investment in Latin America has gone to Venezuela.

While Venezuela has a population of only 8,250,000, the rapid growth of its economy, its rich natural reserves of petroleum, iron ore, and other minerals, and high per capita income create wide investment possibilities. Direct U.S. investments in Venezuela (96%) far exceed security investments (4%) and are likely to continue in this proportion. Protection of their Venezuelan markets by U.S. firms, in light of changing Venezuelan Government policies, has led to increased interest by both large and small U.S. corporations in Venezuelan investments.

There is reason to believe that the opportunities for U.S. export of all kinds of machinery to Venezuela will grow. The Venezuelan Government is assigning high priority to purchases of machinery and raw materials from abroad.

A "prior import license" is now required for a fast-expanding list of goods not considered contributory to Venezuela's balanced economic development and import statistics show clearly the changing pattern of goods bought by Venezuelans in world markets. Priorities for desired capital goods will accentuate machinery and raw material imports and decrease the importation of luxury goods.

Prior import licenses are required for a long list of goods including passenger cars, television sets weighing over 50 kilograms, radios weighing over 10 kilograms, fiber board, spark plugs, sewing machines with wooden cabinets, and refrigerators.

Where a domestic industry is not in a position to supply all the demand, the Ministries may issue import licenses to fill the gap. Requests for licenses are not likely to be approved when domestic industry is capable of meeting demand.

Obviously, the changes in composition of allowed imports will affect the decisions of Venezuelan businessmen and their foreign counterparts whether to make or to buy. Faced with a choice of losing a market or manufacturing products in Venezuela, the U.S. businessman will probably seek the investment or licensing route. With repatriation of profits and investment reasonably assured, together with a favorable profit possibility, the choice is often an easy one for the U.S. businessman.

Encourages production

The Venezuelan Government is strongly encouraging the national manufacture of goods of all kinds. Numerous U.S. companies have already entered agreements whereby goods, under U.S. trade names, are wholly or partially assembled or produced on Venezuelan soil with the nearly exclusive use of Venezuelan labor. Present law requires that 75% of the work force be Venezuelan.

It is impossible to summarize licensing procedures, as they differ widely among corporations. U.S. manufacturers must analyze the "Four Year Plan" for clues as to the Government's attitude toward import versus home manufacture.

The contemplated growth rate in the manufacturing area is 13.5% as compared with a projected annual growth rate of 8% for the gross domestic product (GDP). The incentive for manufacturing to grow more than 50% faster than the GDP is furnished in a number of ways. Prominent among these, we find capital and technical assistance by Corporacion Venezolana de Fomento (CVF) and the various types of administrative import restriction.

Governmental attitudes since the advent of the development plan indicate that the manufacture of almost any product for which the principal raw materials are available in Venezuela is likely to be encouraged by some form of Governmental action. Protection will be afforded the developing industry to the ultimate near-exclusion of competition from abroad.

Skilled labor shortage

The decision to enter a joint venture or licensing agreement, or a combination of the two, must be recognized as complex. Not least among the complexities is the labor factor. The U.S. businessman is cautioned to look carefully into labor rates, social costs (fringe benefits), productivity levels, and training costs. He should be aware of the shortage of skilled labor in Venezuela.

The potential investor is also cautioned to assess objectively the income projections of his Venezuelan partner and to look carefully into capital sources to meet his venture's needs. By U.S. standards, working capital loans come high in Venezuela. With fees, high quality loans range from 9-11%. Intermediate loans are difficult to obtain; short term with continued extensions are common in financing intermedite capital needs.

Despite some major differences in business methods, profit potentials, again by U.S. standards, may be high. Such profits must be measured against loss of exports to Venezuela, as well as against the problems of operation far from the firm's U.S. headquarters.

Some capital is available in Venezuela at lower rates than those mentioned above. CVF makes loans, guarantees, and equity capital available to both Venezuelan firms and joint ventures, although it expects joint ventures to be at least 51% Venezuelan to qualify for loans or guarantees. C. A. Venezolana de Desarrollo is a new corporation for capital assistance to private industrial interprises. It underwrites security issues to mobilize private funds for investment. There is also Creole Investment Corporation

MARACAIBO LAKE OIL WELLS: 75 miles wide and 100 miles long, this mountain-ringed lake is in the center of one of the world's richest oil fields.

which provides minority equity financing to private enterprises.

Joint venture opportunities abound in Venezuela as in other fast developing nations. Venezuelan Governmental planning for a more balanced future economic growth, with a much lower share of the national product furnished by petroleum, makes consideration of both licensing and joint venture opportunities in Venezuela doubly important.

Businessmen should acquaint themselves with AID investment guarantees against losses from inconvertibility, expropriation and war risks.

Over 300 U.S. corporations are already established in all types of activities in Venezuela and the number is growing fast. The 4-year plan includes renewed interest in foreign private capital.

Venezuelan law does not afford the degree of protection to minority stockholders that business has come to expect in the U.S. Prior to any venture which involves less than a 50% U.S. interest, the U.S. businessman should have his attorneys provide protective devices in the contract.

Because of the concentration of its product line, the small business can often test its potential markets overseas rather quickly, accurately and inexpensively. Compactness of the enterprise combined with relatively small overhead, can mean a business volume for the small business that would not be attractive to the larger business. Venezuela is a small country (population around 8.25 million) with an effective market of less than half that figure, and the market potential may be better adapted to the thinking of the small U.S. enterprise.

Venezuelan manufacturers in many industrial and commercial lines are reported frequently to recover their capital investment in a matter of 2 to 4 years. The opportunity for market expansion is highly favorable due to the country's industrialization. Venezuela offers a sound opportunity for the small as well as the large U.S. company.

Licensing

Licensing does not tie up capital, and it transfers to the foreign base such operating problems as credit management, working capital management, and sales and distribution control. It does not, however, give the U.S. firm the long-term position or the participation in profits to be derived from capital investment.

Licensing agreements need not be tied to joint ventures. Many times it is desirable to employ a licensee with extensive sales experience in the manufacturer's product line. This might involve assignment of venture capital to assure the success of the new operation.

The U.S. manufacturer must also be prepared to assign technical assistance in plant construction and operation, and to retain technical assistants in the Venezuelan operation at least until the plant is fully operational.

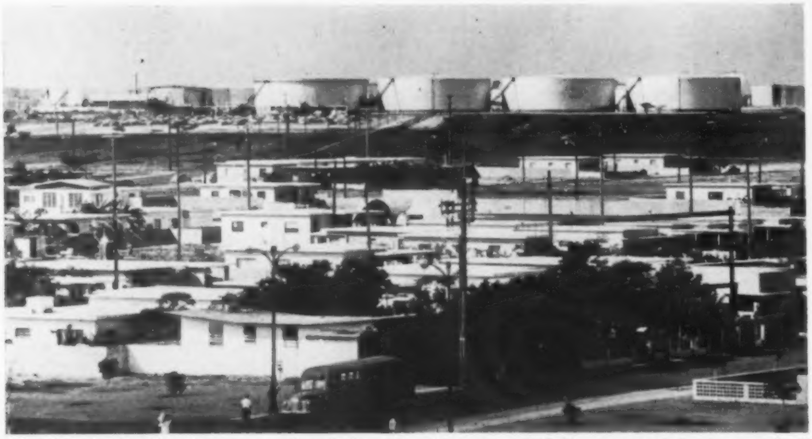
Due to the lack of a skilled labor market, the operational phase must incorporate extensive worker training. This is typical in all developing countries. Despite the high national unemployment figures (in excess of 13%), it must not be assumed that skilled personnel are available.

There is likely to be more interest in straight licensing in Venezuela than in most other Latin American countries, because relatively speaking, capital is more readily available in Venezuela than in other countries in the area. Mission members were impressed by the number of Venezuelan businessmen who expressed a need for technological assistance but who had the capital needed for their projects.

Industrial zones

The development of industrial zones is proving a popular and valuable way to attract industry. The most successful so far is Valencia's industrial complex, which has attracted over 25 major companies including various U.S. firms. The attractions include good facilities (electricity, gas, streets, water, drainage), adequate if untrained workers, and local tax advantages. Maracaibo, Puerto Ordaz, Maracay, Cagua, have more recently established industrial zones and are vying with Valencia to attract new ventures.

Foreign production by U.S. companies is often limited to the largest corpora-



OIL FIELD WORKERS' HOME: An oil tank farm, in Maracaibo oil fields, is ringed by homes of oil company workers who live and buy in the most modern sense, providing a market for U.S. goods.

tions. This should not necessarily be true in Venezuela in 1964. The existence in a U.S. firm of an organized export department with trained personnel and broad experience of many years admittedly can facilitate its establishment of foreign operations. However, the same combination of business factors determines success in all sizes of business enterprises: labor, land and capital, and management skills. Actually, the smaller U.S. firm may be better able to think in terms of operations in the relatively small Venezuelan market.

The market in Venezuela is relatively small when one considers income distribution in the present stage of economic development. It is estimated that 70% of the total families have incomes of less than $1,760 per year and 10% of the families have incomes of over $3,300 per year. The development of industry, however, is rapidly changing income distribution.

This market potential means that new industrial opportunities are most likely to be found in products that can be made efficiently in relatively small factories. Possibilities include food processing and packaging, appliances, parts manufacturing for various kinds of machinery, hardware items, small tools or hand tools, simple agricultural implements, and small electrical items.

Very large production is not possible in most lines in Venezuela, but the quest for broad industrialization can be depended upon to provide governmental protection of production for Venezuelan consumption. Cost factors would forbid the location of plants which would depend upon export possibility in Venezuela.

Commercial banking facilities are numerous in the leading cities. Both domestic and foreign banks have offices and are prepared to provide short-term financing. Rates, by U.S. standards, are very high although relatively low in comparison to some other Latin American countries. There is little development of a financial intermediary system in the country, although it is beginning in some sectors of the economy.

Communications

Both telephone and telegraph communications are generally poor and cable and radio are employed in overseas communications. The domestic telephone system is poor and unreliable to the point of frustration. Most businesses with country-wide operations depend on their own expensive radio equipment to communicate effectively. A good road system connects principal cities but there is no railroad network in the country. Domestic mail service is slow, but international service is good.

Consumer services are undeveloped in many areas. Drycleaning establishments are non-existent outside of large population centers and are scarce even in cities other than Caracas. Laundry coin-operated facilities are beginning to appear.

There are thousands of small shops and relatively few supermarket and large department store operations and there is a chain of Government owned first class hotels along with some other excellent hotels. Some cities have very poor hotel facilities. For example, Valencia, a city of 165,000 has no first-class hotel, whereas Maracay, a city of 135,000 has a luxurious hotel with over 150 rooms.

There are no U.S. type motels in the country, although virtually all surface travel is by road. Commercially, opportunities abound in Venezuela for venture capital investments in a number of areas.

Education for business, as organized in the U.S., is virtually non-existent. Business training is generally done in the enterprise, although all universities offer degrees in economics and in some business subjects. However, education for management does not exist at the postgraduate level. Formal training in business management needs much further development.

Pertinent points for U.S. businessmen interested in Venezuelan investments to remember:

▲ Business opportunities are open to small and medium-sized as well as large U.S. companies.

▲ Joint ventures are available in many fields with good opportunities for long-term, profitable operations.

▲ Licensing should be considered by U.S. business interests that do not wish to tie up capital abroad.

▲ Labor costs are high in relation to other developing countries and are high in relation to U.S. when productivity is included.

▲ Interest rates are high and terms are short compared with the U.S.

▲ There is a shortage of skilled labor in the country and worker training at all levels is required.

▲ Venezuelan efforts to promote domestic production will cause U.S. exporters to lose markets they have developed in Venezuela. U.S. businessmen must watch these trends and be prepared to adjust quickly to them.

▲ Future imports will remain closely controlled and, in all probability, the import of raw materials and capital goods will increase while luxury imports will decline.

▲ There are no indications that restrictions will be imposed on profit and capital repatriation.

▲ The rate of exchange should remain relatively stable.

Once the U.S. businessman decides to invest in Venezuela, he should avail himself of the services and advice of the Bureau of International Commerce of the U.S. Department of Commerce, either in Washington or in one of the Department's field offices.

the author

Writer and lecturer on investment and finance, Dean Murphy is a consultant to the State of Indiana. He has been a consultant on finance and education to U.S. Rubber Co., Studebaker Corp., Whirlpool Corp., and Clark Equipment Co., and director of 2 smaller firms.

Venezuelans buy less prepared food from abroad; U.S. equipment could aid in processing domestic products

Many firms seek joint venture, licensing tieups with U.S.; several industries could also use refrigeration equipment

By FLOYD B. CASE

President, Haley's Foods, Inc.
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FLOYD B. CASE

Under the squeeze of import restrictions, the formerly excellent Venezuelan market for U.S. prepared food products is fast drying up. The Venezuelan Government is closing Venezuela's doors to prepared foods, is more and more limiting imports to unprocessed raw materials, and is encouraging the greater use of domestically grown food-stuffs by Venezuelan consumers.

The U.S. cannot expect to continue selling Venezuela large quantities of prepared food products on a regular basis, so the nature of our exports will change to semi-finished and bulk commodities.

At the same time, the market for U.S. food processing machinery should greatly expand, as should the possibilities for U.S. licensing and investment in Venezuelan food preparation.

U.S. items now being sold in Venezuela can be produced locally under joint-venture or licensing arrangements when their names command prestige. The limited size of the Venezuelan market and the over-capacities now existing in certain food lines, have caused Venezuelan packers to start looking for opportunities to diversify or to manufacture under private label.

There is also a possibility for the sale of much U.S. refrigeration equipment in Venezuela. The need for this is being recognized by meat slaughterers and distributors, fishing boat operators and packers, and super-market operators.

In the long run most of this equipment will be manufactured in Venezuela, but U.S. business should be alert to the possibility of participating in this manufacture.

There is also a market here for U.S. cattle-breeding stock.

By 1962, Venezuela's domestic economy was supplying 62% of the total consumption of goods. About 92% of the total consumption of meat, 51% of the fish, 38% of the milk, cheese and eggs, 97% of the fats and oils, and 97% of the sugar and confectionery products are supplied by local industry.

Nearly half of the writer's business interviews in Venezuela were with local interests seeking U.S. partners in joint ventures. These included slaughter houses, meat processing and canning, fish and shrimp canning and freezing and vegetable and fruit dehydrating. There was also much interest in food distribution. The need for technical assistance rather than capital was the basic reason for most of their desire for joint ventures, although in some cases they expressed a need for additional capital. The wish to use a well established brand name was also behind some of the approaches to the writer.

Need diversification

The Venezuelan food processors recognize a strong need for product diversification. They are producing for the 3 to 4 million people in the country who are the principal purchasers of prepared foods, and they need several lines of food products to obtain a sizeable production.

Furthermore, although food plants generally appear to be operating profitably in Venezuela, persons active in food production informed the Mission that the industry was operating at 60-70% of capacity. This unused capacity stimulates the search for additional lines as a means of getting more use out of existing facilities.

However, almost all processors, whether they have excess capacity or not, want to take on new lines.

The sales engineer has a real opportunity to provide packers with ideas for new items and equipment to handle the new lines.

Most of the medium to large operations in Venezuela are quite well mechanized and much of their equipment is of U.S. manufacture.

There is a need for much food packaging equipment. There are plastic and carton manufacturers who can supply a variety of packaging materials. As mentioned elsewhere, U.S. firms are involved in the production of cans in Venezuela for a great many types of food products.

Packaging is one type of operation certain to progress in Venezuela.

In addition to severely limiting imports of foodstuffs, in many cases the Venezuelan Government gives financial and technical assistance to the local growth of food products which can be brought to market fresh or processed, and to the production of finished foods from imported raw materials. Every food product now imported, which could reasonably be produced or processed in Venezuela can be considered a possible candidate for the Government's list of items whose importation is restricted.

Canning of fruits and vegetables is steadily increasing in Venezuela. The vegetables are for the most part those commonly canned in the U.S. Although there are considerable quantities of tropical fruits canned in Venezuela, many tons of them are not picked because they are in excess supply.

The frozen food industry has been developing slowly, largely because it has been held back by the lack of storage freezers in the markets and in the homes. Frozen food sales should develop in direct proportion to storage facilities. Frozen fruits and vegetables are now imported, but the local industry will surely develop on a considerable scale.

While Venezuela is shifting from importation to the local preparation of foods, the fact remains that she is still importing many food items. The following figures show the trend in food imports:

Year	Thousands of dollars
1959	$125,177
1960	115,102
1961	106,477
1962	95,577

The Venezuelan dairy and meat industries are growing rapidly and offer interesting possibilities for U.S. exports. There are possibilities for the sale of breed stock for both dairy and meat purposes, and for various types of U.S. meat handling and storage equipment.

Dairymen and beef producers are interested in upgrading their cattle. These native cattle were brought to Venezuela by the early Spanish settlers, and over the years have developed considerable resistance to many tropical diseases and to the hot climate.

Some registered stock is being imported from the U.S. regularly for herd improvement and, with the emphasis which Venezuelan cattle raisers are putting on the expansion of herds and improvement of their quality, Venezuela offers a good and improving market for U.S. registered stock.

Not enough milk

Even though milk production has doubled in the last decade, it does not meet the country's needs. The Government pays a subsidy on the production of pasteurized milk. Therefore, powdered milk and cheese are two of the country's major imports. Powdered milk imports are limited to a percentage of domestically produced powdered milk.

Butter production has grown more slowly than powdered milk, due to butter's relatively high cost in Venezuela in relation to locally produced oleomargarine.

Some modern cheese processing plants exist in Venezuela, and one is affiliated with a leading U.S. cheese company. The Venezuelan subsidy on pasteurized milk production has diverted much domestic raw material away from cheese production.

There are 2 modern ice-cream plants located at Chacao, near Caracas, and additional plants operate in the other large Venezuelan cities.

Per capita meat consumption in Venezuela is increasing at a good rate, and meat production increased from 15,400 tons in 1951 to 25,800 in 1961. There is no end in sight in the local demand for meat products.

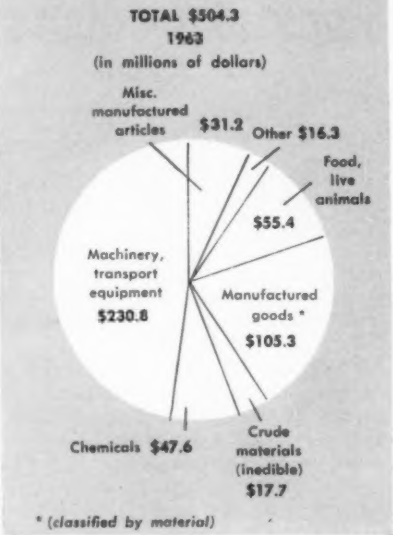
Beef generally reaches the Venezuelan consumer in a rather roundabout manner. The farmer sells his cattle to a buyer, who has it slaughtered in a contract slaughter house. The purchaser then sells the meat to a distributor who in turn sells and delivers it to the retailer.

Slaughter houses are usually located very close to the market. Most of them are under municipal or other government control. The government is working towards closing the smaller, unsanitary plants, placing slaughtering operations nearer the cattle areas and equipping them with modern sanitary and refrigeration facilities.

No chilling equipment

Many small retail markets have little or no refrigeration facilities, and there are no holding coolers in killing plants anywhere in the country. Killed animals must be moved out the same day. Even the most modern killing operations—and there are some which have the latest equipment and utilize all by-products except blood—hang cattle in the open until they are loaded in trucks for distribution.

Machinery, transport equipment lead U.S. exports to Venezuela



Efforts are being made to improve the distribution of meat. Several ranchers airlift their meat to the population centers. Some of these ranchers own their slaughtering plants, and at least one slaughterer is making an attempt to buy from the farmer, do his own killing, and sell to the retailer. This slaughterer is also trying to add a complete line of sausage products to his other production, to round out his line and reduce his overhead.

There appears to be a market for more U.S. equipment in the modernization of killing and packing plants and especially insulation and refrigeration equipment. There is also room for more sausage manufacturing, and U.S. sausage equipment manufacturers could come into Venezuela with their equipment and technical knowledge.

Venezuela has a potentially important fishing industry, as certain areas along its coasts abound in fish. Nevertheless, she has not achieved this potential because present laws prohibit using some of the more efficient types of nets and equipment within specified distances of the shore. If the laws are changed to permit use of fishing techniques, the industry would undoubtedly be placed on an efficient basis and U.S. investors might become interested. However, there are opportunities, even now to sell refrigeration equipment to existing operators and boats can be supplied to the existing industry either on a sale or lease basis.

Surface fishing supplies the sardine industry, but this is also under-developed because Venezuelan law limits the methods of catch to beach seining. There are seven sardine canning plants in Venezuela which pack annually a total of about 1,000,000 cases, 800,000 of which are consumed domestically and 200,000 exported.

Venezuela possesses considerable resources of excellent shrimp, which are partially exploited by a number of small-scale processors. Refrigerated processing plants are not very modern, and refrigerated boats to supply these plants are lacking. Fishermen in small craft now bring in catches of from 100 to 500 pounds.

The domestic market for fish meal is largely supplied by imports from Peru and Chile. There are reduction plants in Venezuela having combined capacities of about 33,000 tons of meal annually, but their supply of inedible fish for reduction is limited. The Mission was told the protein value of local meal is lower than the imported product because local reduction materials contain greater quantities of bone.

Retail outlets

Distribution of food in Venezuela is very expensive. The primary retail food outlets are some 30,000 small stores throughout the country, many not larger than 300 to 500 square feet of floor space. These stores are doing approximately 75% of the country's total retail food business. Because of their limited volume, costs and markups are high.

Supermarkets are growing rapidly. There are 4 chains with about 50 stores of more or less the supermarket type in Venezuela. They account for the 25% of total sales not made by the small stores.

The supermarkets carry an average of 60 to 65% domestically produced items. Those which the writer visited compare favorably with some of the modern supers in the U.S. For example, one had 17,000 square feet of floor space and 12 check-out stands. One side of the market was devoted to fresh fruits and vegetables displayed in the finest U.S. equipment and to dairy cases and delicatessen counters.

The frozen food department was small since frozen foods are not yet sold in

the author

President of Haley's Foods, Inc., and their subsidiary in Canada, and Case Provision Co., Inc., of Portland, Oreg., Mr. Case's experience spans nearly a quarter of a century in the food processing, packaging, and storage fields, as well as sales and distribution. He has a practical knowledge of export-import trade, licensing arrangements and investments abroad, and marketing methods, involving all the commodities in which his companies specialize.

great quantities in Venezuela. The display space for fresh vegetables and fruits was so generous because they are, with seasonal variations, in year-around supply.

The meat departments often contain self-service cases across the full back of the stores, with a service case for fish. A supermarket may be a single store by itself or in a Plaza type arrangement with various department stores, restaurants, and bowling alleys.

Many manufacturers rely on distributors to get their lines into the market place. These distributors range from one-truck operators who buy and sell as individuals, to companies with fleets of trucks. Under this system several distributors call on each retail outlet, and this is expensive. Many manufacturers express concern over distribution costs. Some are distributing, in addition to their own products, lists of other producers' items, thereby reducing their distribution costs.

As the supermarket industry develops, central warehousing systems in major cities will probably develop, to help the small store remain competitive.

The continued expansion of supermarkets and central warehousing promise an attractive market for U.S. display and food handling equipment. This market will shift from imported finished food products to equipment for display and processing, and finally to domestically produced equipment; but the market should continued to grow. The flexible U.S. manufacturer should be able to adjust to the changing market.

ECONOMIC REPORT AVAILABLE

Copies of a Department of Commerce report entitled *Basic Data on the Economy of Venezuela,* OBR 63-132, October 1963, may be purchased from any of the Department's Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at 15 cents each.

High-flying Venezuelan economy sails thru buoyant 1st quarter

Incoming President Leoni pledges "Government of action;" foreign investors promised just treatment and guarantees

The extraordinary wave of optimism which followed Venezuela's successful December elections persisted through the first quarter.

Business is excellent, the stock market has been strong, and plans for a number of substantial new industrial investments are moving forward. At the same time the real estate market has been more active than at any time since the previous boom subsided in 1959.

Unemployment has decreased, although it is still over 10% of the work force.

Financially, the Government has obtained a substantial treasury balance of $16.5 million, a greatly improved debt structure with short term external debt virtually extinguished, and gold and foreign exchange reserves of some $750 million.

While there is no imminent danger of inflation the continuing buoyant atmosphere could lead to an upward trend in prices if sustained.

'Government of action'

President Leoni pledged an intensified continuation of existing policies in a "government of action." He stated that the Government would not interfere or compete with private enterprise save where the State has staked out the limits of its lines of action (national steel mill, petrochemical plant, and similar enterprises).

Foreign investment was promised just treatment and the necessary guarantees, provided it was prepared to contribute to the expansion of the national production on conditions of equality with national business and within the orientation indicated by the Government.

Coverage of the social security program is slated to be expanded, and low cost housing and agrarian reform accelerated.

On petroleum, President Leoni reiterated existing policies, pledged that the private industry which extracts Venezuelan hydrocarbons and minerals would continue to enjoy the same rights and that it could participate in the future development of Venezuelan petroleum areas if it adapts itself to the new conditions established by the State.

President Leoni said his Government would accelerate the development of "assignments" by the Corporacion Venezolana de Petroleo as a substitute for the "irrevocably discontinued" system of concessions.

Celanese Venezolana S.A. has announced that it will manufacture nylon six from imported nylon flake at a plant in Valencia beginning in June. It also announced plans for a plant to manufacture polyester fiber from imported chips.

Envases Venezolanas del Zulia C.A. inaugurated its $2.2 million plant at Maracaibo on February 15. The plant is equipped with U.S. machinery to produce about 6,000 lithographed key-opening cans per hour in sizes from ½ lb. to 5 lb.

American Motors announced that Venezuelan production of Kelvinator and Leonard refrigerators by Stockis Venezolana C.A., a subsidiary of Stockis and Zonen, of Rotterdam, Holland, was scheduled to begin in March.

On February 24, representatives of 160 Venezuelan companies signed a document establishing the Voluntary Dividend for the Community (DIVIDEND). Each company promised to contribute from 2% to 5% of its net profits to charitable organizations approved by DIVIDEND for distribution by that organization.

The Ministry of Public Works and the Orinoco Bridge Consortium early in March signed the contract for construction of the longest suspension bridge in South America and the ninth longest in the world. The bridge will be the first to cross the Orinoco River and will link the vast State of Bolivar, including the newly developing industrial area around Puerto Ordaz, with the rest of the country.

Petroleum production for the first 2 months of 1964 averaged 3.38 million barrels per day, an increase of 40,000 barrels over the same period of 1963.

Texaco announced the purchase of the shares of the Superior Oil Company of Venezuela for about $125 million. The company is now called Texaco Maracaibo.

Quarterly world

(Imports of the 40 world markets shown below totaled $107 billion in 1963, or 87% of all foreign

Values in millions of dollars

Country	1962 imports			1963 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
United Kingdom	12,564	1,335	10.6	Dec.	13,496	1,399	10.4	+ 7	+ 5	3,147	3,308
Germany, Fed. Rep.	12,391	1,760	14.2	Dec.	13,094	1,988	15.2	+ 6	+13	7,650	6,956
France	7,523	775	10.3	Dec.	8,732	901	10.3	+16	+16	4,908	4,049
Canada	6,375	4,382	68.7	Dec.	6,616	4,487	67.8	+ 4	+ 2	2,603	2,547
Italy	6,056	881	14.5	Dec.	7,539	1,028	13.6	+24	+17	3,283	3,644
Japan	5,637	1,809	32.1	Dec.	6,737	2,078	30.8	+20	+15	2,058	2,022
Netherlands	5,347	607	11.4	Dec.	5,966	649	10.9	+12	+ 7	2,101	1,946
Belgium-Luxembourg	4,555	451	9.9	Dec.	5,113	472	9.2	+12	+ 5	1,940	1,753
Sweden	3,114	316	10.2	Dec.	3,389	341	10.0	+ 9	+ 8	758	801
Switzerland	3,022	296	9.8	Dec.	3,255	281	8.6	+ 8	− 5	3,074	2,872
Australia	2,591	474	18.3	Dec.	2,839	606	21.3	+10	+28	1,880	1,387
India	2,328	640	27.5	Dec.	[1]1,988	[1]574	28.9	....	....	607	512
Denmark	2,123	177	8.4	Dec.	2,120	189	8.9	− (2)	+ 6	471	256
Norway	1,654	118	7.2	Dec.	1,821	125	6.9	+10	+ 6	356	304
South Africa	1,574	261	16.5	Nov.	1,718	287	16.7	+18	+19	763	646
Spain	1,570	311	19.8	Dec.	1,955	320	16.4	+25	+ 3	1,152	1,055
Austria	1,552	87	5.6	Dec.	1,675	79	4.7	+ 8	− 8	1,229	1,081
Brazil	1,475	457	31.0	Nov.	1,338	409	30.6	+ 2	− 5	318	379
Argentina	1,362	395	29.0	Dec.	981	242	24.6	−29	−39	244	115
Venezuela	1,304	685	52.5	Apr.	383	209	54.5	+ 6	+ 3	738	583
Finland	1,230	74	6.0	Dec.	1,208	74	6.2	− 2	+ (2)	347	317
Hong Kong	1,165	139	11.9	Dec.	1,297	137	10.6	+11	− 1	(3)	(3)
Mexico	1,143	783	68.5	Dec.	1,241	851	68.6	+ 9	+ 9	499	420

market report

country imports; U.S.-supplied imports amounted to $21 billion or 88% of all imports from the U.S.*)

Country	1962 imports			1963 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
Yugoslavia	888	183	20.6	Dec.	1,056	188	17.8	+19	+ 3	120	72
Malaysia[4]	800	47	5.8	Dec.	828	44	5.3	+ 4	− 6	920	907
New Zealand	763	67	8.9	Dec.	824	77	9.4	+21	+28	146	171
U.A.R. (Egypt)	757	190	25.1	June	416	129	31.0	+11	+14	[5]216	217
Pakistan	738	280	38.0	Dec.	889	392	44.1	+20	+40	307	280
Philippines	701	303	43.3	Aug.	438	194	44.4	− 7	−12	[5]89	75
Greece	701	67	9.6	Dec.	803	83	10.3	+15	+23	293	285
Israel	628	208	33.2	Dec.	674	185	27.4	+ 7	−12	515	419
Turkey	622	181	29.1	Dec.	692	211	30.5	+11	+16	198	190
Portugal	585	52	8.9	Dec.	651	58	8.9	+11	+11	842	807
Nigeria	568	42	7.4	Oct.	467	39	8.4	+ 2	+ 6	248	320
Colombia	540	283	52.4	Dec.	500	260	51.9	− 8	− 8	106	96
Peru	538	213	39.6	Dec.	557	208	37.3	+ 4	− 2	135	117
Thailand[6]	532	92	17.4	Dec.	578	102	17.7	+ 9	+11	[7]568	523
Chile	518	200	38.6	Oct.	508	177	34.9	+18		77	79
Morocco	425	57	13.5	Nov.	403	40	9.9	+ 7	−23	122	174
Korea, Rep.	422	220	52.2	Dec.	560	282	50.3	+33	+28	132	167

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves have been revised to exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Preliminary data which are known to be understated by several hundred million dollars.

[2] Less than 0.5 percent.

[3] Not available.

[4] Former Federation of Malaya only.

[5] End of third quarter 1963.

[6] Port of Bangkok only.

[7] End of second quarter 1963.

* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.
International Monetary Fund, **International Financial Statistics.**

World market report

Two-thirds of free world's major markets increase imports from U.S. in 1963

Two-thirds of the 40 free-world markets for which data are presented in the accompanying table increased their imports from the United States in 1963.

In 11 of the countries the increase in imports of U.S. products was greater than that for products from other sources so that the U.S. position improved relatively as well as absolutely.

Gold and foreign exchange reserves of a substantial majority of these nations registered gains.

Reflecting generally expanding economic activity in many areas of the world, import demand rose strongly last year. Total imports into all industrialized countries, except Finland, expanded. The most impressive gains were registered in Spain, Italy, New Zealand, and Japan, where imports from all sources rose about 20 to 25% compared to the previous year.

The 24% increase in total Italian imports in 1963 was noteworthy. Principal factors contributing to this rise were an inflationary situation resulting from increased consumption, not matched by the rise in production; poor harvests, leading to increased food imports; and the continuing shift of rural population to urban centers, augmenting the demand for consumer goods. The 20% expansion of imports into Japan in 1963 followed a year of retrenchment for balance-of-payments reasons and roughly paralleled the rise in industrial production.

Foreign purchases by the Common Market (EEC) countries, excluding trade between the members, expanded by 10%. Imports into the European Free Trade Association countries, generally a less expansive trade group, rose only about half as fast as those into the EEC.

Substantial gains

In most of the developing countries for which data are shown in the accompanying table imports were rising, many of them substantially. Notable gains were registered for the Republic of Korea where imports rose by 33%, for Pakistan with an increase of 20%, and for Hong Kong, 11%.

In only a few of the 40 countries did total imports decrease in value in 1963. The largest cut, of almost one-third, was in Argentina. A recession in that country, reducing demand for imported goods, and strict import licensing were primarily responsible for the decline in shipments from abroad.

Demand for U.S. goods in these 40 markets last year was generally strong. In a third of the countries imports from the United States rose by more than 10% compared to the previous year. Major increases were recorded in key industrial countries including Italy, France, Japan, and the Federal Republic of Germany. In addition, such divergent developing countries as Pakistan, the Republic of Korea, Australia, Greece, and South Africa, took greatly expanded imports from this country.

Major destinations

The major destinations for U.S. products in 1963 remained the same as in 1962. The first five markets (in order of their import values) were Canada, Japan, Federal Republic of Germany, United Kingdom, and Italy.

Increases in West German imports from the United States were mainly accounted for by larger deliveries of defense items to the German Government in 1963 as compared to 1962. The 16% increase in French imports from the United States was attributable in large part to stepped up purchases of cotton, coal, chemicals, machinery, and scientific equipment.

Japan, our second largest market next to Canada, increased its imports from the United States by 15% last year. This gain brought imports of U.S. products almost back to their 1961 peak of $2,097 million. As a result of the poor Japanese crop, imports of wheat expanded by 62% to almost $100 million. Japanese purchases of U.S. iron ore doubled, and those of soybeans, cotton, chemical wood pulp, organic chemicals, and scientific instruments also rose significantly during 1963.

Faster rate down under

Australia and New Zealand were among those countries which increased their imports from the United States at a faster rate than those from other foreign suppliers. In each, the value of goods imported from the United States rose by 28%. This compared with total import gains of 10% in Australia and 21% in New Zealand. The United States is facing strong competition from Japan and Western Germany which are intensifying efforts to increase their current small share of these growing markets. The United Kingdom, though still the major supplier, has been losing a portion of its share of these traditional markets to other industrial countries. Britain, therefore, is expanding its sales efforts in an attempt to recapture its former preeminent positon in this area.

Imports from the United States also accounted for a larger share of the Nigerian market in 1963. As a result of sales effort, new markets were established in selected metal manufactures such as wire cable and household fittings. Purchases from the United States were shifted from wheat flour to wheat in order to encourage local flour production.

The U.S. share of the Pakistani market increased by 6% in 1963, primarily as a result of a doubling of shipments of U.S. wheat under PL 480. An American-financed loan also led to a large expansion in imports of our iron and steel. The United States, which expanded its share of this market to 44% in 1963, has been the leading supplier since 1957 when it superseded the traditional leader, the United Kingdom.

Holdings near records

Gold and foreign exchange holdings at the end of 1963, as compared with the previous year-end figures, were close to record levels for about a third of the 40 countries included in this report.

Comparing the reserve positions at the end of 1963 against those on December 31, 1962, France, the Federal Republic of Germany, and Australia showed the greatest increases. Argentina, Denmark, and Yugoslavia, with rises of more than 65% each, experienced the largest relative gains. West German expansion resulted from a favorable balance of trade and substantial capital inflows.

In France, a combination of repatriation of capital and earnings on invisibles, such as tourism, lead to a favorable reserve position despite a deficit in the trade account. Capital inflows and sustained strong prices for major export commodities brought Australian reserves to the highest year-end figure ever recorded. During this period, Argentina made headway in rebuilding its seriously depleted reserves by limiting imports and by encouraging expansion of exports.

Sun tan lotion firm in Nevada wasted no time in capitalizing on transportation developments

Sea & Ski once concerned about distribution of products within U.S.; now sells lotion, sunglasses all over globe

By CLARK JONES
Staff Writer

Not too long ago, the Sea & Ski Co. of Reno, Nevada, was concerned about how its sun tan lotion was selling in far-off Texas, Maine and Florida.

"Then all of a sudden," Company President William B. Randall said recently, "Paris was just 6½ jet hours away, and almost every part of the world was around the corner. Every new development in transportation made the world a little smaller—and made the world market an extension of the U.S. market."

Sea & Ski "moved quickly" to take advantage of this situation. Its lotion is now found in stores and on beaches in many parts of the globe—in Norway, Sweden, France, Iceland, South Africa, Hong Kong and Spain.

'Wide, wonderful world'

For that reason, Randall, on accepting the Presidential "E" award April 9 (see International Commerce, April 20, page 20), spoke of "the wide, wide, wonderful world" of his company. He added that "quite a bit of Sea & Ski has flowed over the dam since the first batch was mixed up in a coffee pot in back of a perfume shop in San Francisco (site of the firm's headquarters until 1960)."

The "wide, wide wonderful world" of the company has also been receptive to another of the firm's products—wrap-around sunglasses. The glasses were introduced only two years ago and more than 50 million of them have now been sold.

They were also selected as the official products used by the Olympic teams during the games at Innsbruck, and were approved for the flight deck personnel of 16 major airlines.

In 1963 the company successfully introduced four sunlamps to allow the busy executive or housewife to be tanned all year long without leaving the office or stepping out of the house.

Randall said getting into the world market took a lot of hard work and effort. At the "E" award ceremony he told the audience that the company "had a whole new world of marketing and advertising and distribution to learn.

Learned by trial

"We learned some by trial, and some by error, but most of it has been learned by traveling to the many countries involved—by seeing their towns and their cities—by walking their streets and seeing their distribution outlets and by being just enough of a presidential ham to love seeing Sea & Ski on display in stores and advertised in magazines all throughout the world."

The official also said despite constantly increasing sales overseas "all is not milk and honey" in this business of exporting and, in France, "we got clobbered, but we've been clobbered before"—to the point of being "experts" on getting clobbered and "doing some clobbering of our own . . ." He said "last year, we started talking French right."

Sunglasses on the mountain

Sea & Ski Co. President William B. Randall, at the "E" award ceremony, told the audience about learning the exporting ropes by traveling to the countries involved.

One such trip paid off in a surprising way for the company. Randall, on a mountain at Courcheval, France, saw a French ski instructor "wearing something I'd never seen before—something brand new—a handsome pair of sunglasses that curved right around his face—a wrap-around sunglass.

"That day marked the birth of our Renauld of France sunglass division."

Since then, the firm has been busy planning the sunglasses in Reno and manufacturing them just outside of Paris.

Randall added that Sea & Ski has "incorporated all of the French fashion into everything we do—from our chic ads in fashion magazines to our cases, cartons and our et ceteras. Why? Because the connotation of French fashion is as sales compelling in Hong Kong as it is in South Africa—as it is right here at home."

South Dakota firm, company in Buffalo win export honors

Concerns presented 'E' awards for helping push sales abroad

"We are able to manufacture in South Dakota and ship abroad and still beat the European market in price."

Harry J. Jensen, president of Electronics, Inc., of Vermillion, South Dakota, made this comment recently upon learning his firm would receive the President's "E" award for excellence in exporting.

First in South Dakota

The company, the first in South Dakota to receive the award, manufactures sheet metal and fabricated assemblies, principally motor steam cleaners and space heaters. The 11-year-old firm exports to several European and South American countries.

Jensen said his firm's first step in determining the world market was to get brochures and literature from manufacturers in other countries who produced a similar product. In this way the company learned whether it could sell competitively in these areas.

The next step was to start an advertising program in international publications. "It wasn't too long before we began to receive inquiries from all over the world. Realizing again that we were incapable of handling this business and not knowing all the tariff requirements and the easier methods of export, we made contact with an exporting company in New York and also one in Los Angeles," Jensen said.

The company official said it was also necessary to participate in a number of overseas trade fairs, either directly or through representation. Export sales in 1962 for the firm were over 70 times the amount recorded in 1957.

For its efforts in contributing to the export expansion drive, the firm received the "E" award April 20 at a luncheon in Vermillion. E. G. Booth, director of the Commerce Department's Minneapolis Field Office, made the presentation to Jensen before approximately 200 persons, consisting of members of Congress, state legislators, civic officials and company officers and employees.

Two-pronged approach

The following day, the Buflovak Equipment Division of the Blaw-Knox Co. in Buffalo, N. Y., was recognized for two-pronged approach in promoting overseas sales. The company manufactures process equipment and test services for the food, chemical and other industries.

John S. Stillman, Deputy to the Secretary (of Commerce) for Congressional Relations, presented the award to Harold M. Small, the firm's general manager, before about 400 representatives of 45 engineering and technical societies. The ceremony took place during the kick-off luncheon for the 12th annual Industrial and Engineering Exhibition in Buffalo.

Small, in describing the company's two-pronged approach, said, "We maintain a sales department here in this country that calls on domestic purchasing offices of foreign companies as well as on companies that have foreign affiliates."

Make direct calls

He said "our subsidiaries and licensees follow this up with direct calls at the foreign location where the equipment is destined to be installed. This arrangement allows us to adequately cover the three categories into which our export sales fall—sales to domestic companies who have foreign affiliates or licensees, sales to foreign companies' offices in New York or Washington, and sales to foreign countries who have no connections over here."

The firm also found it desirable to have overseas representation since this allows it "to stress the advantages of on-the-spot service, engineering, erection and troubleshooting facilities."

This, the company official said, "gives us a distinct preference over other American companies who do not have these things to offer."

The two "E" awards bring to 486 the number of U.S. organizations and universities which have been singled out for their part in the national drive to increase exports.

U.S. can sell anything in Hong Kong, if - - -

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

HONG KONG—The Hong Kong American Club served a luncheon of hot dogs, hamburgers, cold cuts and potato salad. This gastronomy would never be mentioned at the Wine and Food Society, but is a memorable menu to a traveller, dining for some weeks on chateaubriand, beef fondue, and dishes as exotic as snipe on canape, sea wife fish, and live, still wiggling shrimp.

This day a few U.S. businessmen sat around the center table. "Here you can sell anything," said Paul Prudhomme, a part-time San Franciscan who resides in the shadow of the Golden Gate long enough to cast an election ballot, but with a home in New Zealand and offices up and down the Asia Coast.

"The United States loses only when industry is not on the scene," he declares.

Hong Kong shops bear out Prudhomme's appraisal. This town is the week before Christmas at the North Pole. There are Dr. West toothbrushes, General Electric can openers, Wilson golf clubs, American ready-made clothes, and in the department-store atmosphere of this free port that has only 30 years left on a lease with China, men's shirts, and even facial tissue by Scott Paper.

"Take any country in the Far East," continued Prudhomme. "Take Thailand, for instance. A tender is submitted for heavy machinery. The Germans, Japanese and English go out there, or offer a technician to stay through installation. Their quotation will be in Siamese, lengthy, complete, and accompanied by an explanatory proposal with service facilities fully stated. Nine out of ten U.S. companies reply in English, giving the United States price at the factory, and attaching a catalog sheet."

Prudhomme, with solid viciousness, declares no one can quote on anything without an understanding of local conditions. "U.S. bids are frequently handled by a clerk. More times than not they are never followed."

"America buys more from Hong Kong than any other country. The climate for trade is prepared by Government as smoothly as a Japanese massage. Our reputation is high. Why does not every United States company come to Asia and sell?"

This story is as repetitious as stamping out coins at the mint, but told again by another overseas authority. "The only area where American business can expand big is in international trade," Prudhomme continued.

As an example of action, an Australian trade ship, subsidized by government and operated by the Australian Export council, moved into Hong Kong harbor a few days ago, on the forward end of a 15,000-mile floating exhibition of Australian products. "The dynamic sales effort of Australian manufacturers has now made us a country of exporters," remarked one Melbourne automotive equipment exhibitor, "even though we were the least likely country to succeed, being very small and a world away from any market."

Paul Prudhomme is intensely opinionated, and his heavy dark hair sometimes seems to throw off sparks like Chinese fire crackers. He roams these seas, selling everything from helicopters to beer, and is heavy on the sale of aircraft electronic equipment and firearms.

"Paul handles enough weapons to start his own war anytime he wants," observed Jean de Rochefort of New York's Irving Trust Company. In promoting export, maybe he already has.

PORT OF BARCELONA

Spanish development

Late but fast

Economic growth stirs broad demand for advanced goods; imports rose by almost $500 million in both '62 and '63

By HENRY L. PITTS, JR.
Commercial Attaché
U.S. Embassy, Madrid

Spain today is a far more interesting market for U.S. businessmen than it has been for decades. With development coming late and fast, Spanish industry can profit from the most modern equipment and techniques developed in the U.S. It offers an almost unlimited sales potential to energetic and international-minded U.S. firms who wish to enter the market.

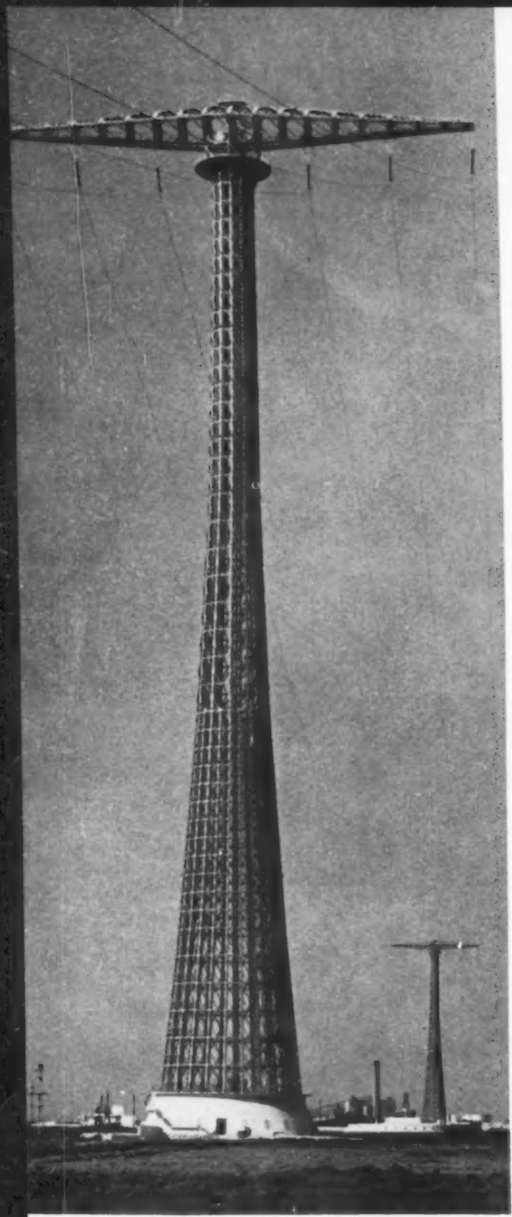
HENRY J. PITTS, JR.

Spain bubbles with a strong feeling of confidence and optimism, based on high tourist earnings, the strong position of the *peseta*, over $1 billion in reserves, and a new four-year Economic and Social Development Plan promising continued future growth.

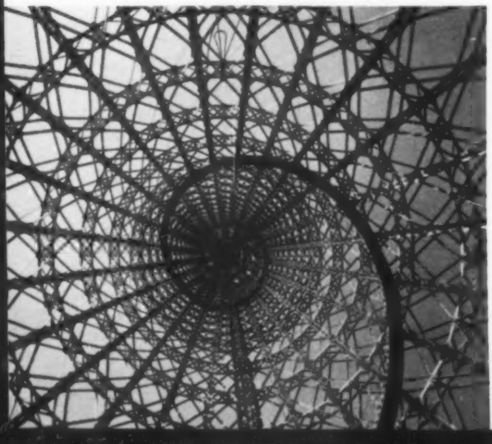
Preliminary estimates are that the gross national product increased by about 7% in 1963. Industrial production increased by about 8% over 1962. Employment continues to rise, and demand created by local scarcities may relieve the under-employment which has plagued Spain for decades.

The cost of living climbed 5.5%. Earlier in 1963 it had seemed that the cost of living increase would be significantly greater, but the Spanish Government stepped in with a vigorous and effective program which included heavy food imports. It appears that prices will continue a moderate rise in 1964.

The expansion of the basic economy has created demands for more machinery, equipment, consumer durable goods, and foodstuffs as companies begin to modernize and expand, and greater numbers of



MODERN TOWERS carry electric cables across Spain's Bay of Cadiz. The interior view (below) shows the tower's stairway spiralling upward, much like the Spanish economy since recently emerging from its long economic isolation. (National Institute of Industry photographs)



Spaniards enjoy a rising standard of living.

Many of these demands have been met through imports, and the Spanish Government has lifted many import restraints. About 60% of Spanish imports are now on the "liberalized list," that is, they require no import licenses.

Spain increased its imports by nearly $.5 billion in both 1962 and 1963. This is particularly impressive since at the same time reserves have continued to accumulate, in 1963 by $74 million. Reserves had reached $1.1 billion by the end of 1963. This was due primarily to great increases in tourist receipts, heavy foreign investments and emigrant remittances. Imports should rise by about $300 mililon in 1964 —much less than the two preceding years, but still a very substantial increase.

Development plan

The four year Social and Economic Development Plan which went into effect on January 1 sets forth guidelines for the growth of industries, provides for government investment of $5.6 billion and indicates where private and local investment should be placed to accelerate national growth. It is not a rigid plan, but a flexible guide to economic development and every U.S. exporter or investor who is interested in operations in Spain should become familiar with its general provisions.

The Plan predicts the following imports for 1964:

Capital Equipment and semi-manufactures for investment	$752	million
Manufactures for consumption	106	"
Food and feedstuffs	469	"
Industrial raw materials and semi-manufactures	632	"
Petroleum products	233	"
Raw materials for agriculture	31	"
Total	**$2,223**	"

U.S. exporters could increase their 1964 sales of capital equipment, the import of which grew about twice as fast as total Spanish imports in 1963, and by the year's end represented about 29% of all imports. Capital requirements of the Plan, modernization and consolidation of companies, the recent World Bank loan for highway improvement, and the plans for cotton and woolen textile reorganization promise that capital equipment imports will continue to be large.

The government has established 7 industrial growth and promotion areas. Certain new industries established in these areas will benefit from subsidies of up to 20% of their capital, sizable tax reductions for several years, reduction in customs duties on capital equipment, and preference in obtaining official credits.

Preferred industries

Among the industries which will receive such treatment are food, wood and furniture, leather and rubber, paper, metal products, machinery and precision instruments.

These, along with a few others, are the same sectors which will be given priority for the some $600 million which official credit organizations expect to lend in 1964.

Although these growth areas were only recently designated, some U.S. firms have indicated they are planning to take advantage of these favorable conditions.

Particularly good opportunities for U.S. exporters are offered in the following capital equipment lines:

Agriculture and irrigation equipment will take nearly 20% of the public expenditures under the Plan, with a good portion of this going for equipment. There will also be fairly heavy private purchases of farm equipment, especially for harvesting machinery, as farm owners seek to cope with fewer laborers and rising wages. Because of the impact of recent citrus freezes, citrus frost protectors are particularly interesting at this time. Agricultural products continue to form the base of Spain's exports.

Construction and transportation equipment will receive strong support under the Plan. Also, the World Bank has lent Spain $33 million for highway repair, modernization and construction. Little heavy construction equipment is made in Spain, and U.S. companies are already selling a heavy proportion of the imports.

Food processing, packaging and preservation machinery continues to be of major interest. During the last citrus freeze several million dollars were lost because there was no canning and freezing capacity to handle the damaged fruit before it spoiled. Several foreign interests are investing in canning facilities and chain supermarket distribution, which will require more prepared foods as well as commercial refrigeration, display, and sales equipment. Further processing of agricultural products is one way Spain may increase her exports. An exhibition at the Barcelona International Samples Fair, June 1-15, will be sponsored by the Department of Commerce to display food processing, packaging, preserving machinery and commercial refrigeration equipment.

Textile equipment will be needed as the cotton and woolen textile industries are renovating plants with the help of government loans for domestic equipment. This will release private funds for the acquisition of foreign equipment. There also seems to be some movement of the industry to the South, which means new plants.

Metal producing and metal-working equipment will be needed as the Plan calls for an increase of Spain's steel capacity from a current 2.7 million tons to 3.6 million tons by 1967. The machine tool industry, which no longer is finding markets for its relatively simple machines, must produce more sophisticated equipment. Automotive production is expected to rise 30% in 1964, and will need new machinery to do so. Domestic production of consumer goods was very high in 1963 and is expected to increase again in 1964 as many factories increase their capacity.

Apart from capital equipment, there will be a continued growing need for imports of agricultural products, even though agricultural production for 1963-64 is expected to be better than recent years. Production of olive oil and citrus, two heavy export earners, may establish new records.

The rise in the Spanish standard of living is reflected in an improvement in diet. The sale of U.S. animal feeds for cattle, one of the largest U.S. exports to Spain, will increase as the Spanish domestic cattle industry expands to meet rising local consumption. There will also be some imports of cereals such as wheat, along with continued strong demand for sugar.

While the market for durable consumer goods is growing fast, the base is small and import restrictions remain on cars, small refrigerators, radios, and similar equipment. Nevertheless, several distributors of U.S. electrical equipment are considering importing consumer products in 1964 to test the market. Air conditioners, large refrigerators, and nursery equipment offer small but growing opportunities.

Come to the fair

Spain has 5 international fairs each year. These are the International Food and Canning Fair in Murcia, (March-April), the International Samples Fair in Valencia (May), the International Samples Fair in Barcelona (June), the International Shoe Fair in Elda (September), and the Spanish-American Samples Fair in Seville (April).

In Madrid there is a triennial agricultural fair, the Feria del Campo. It will next be held in the Spring of 1965 and offers an excellent location to reach the Spanish market for all kinds of agricultural machinery and goods. Many U.S. exporters, particularly those with Spanish agents, have found it highly advantageous to display at these fairs.

Exporters and investors interested in taking advantage of the bright future of the Spanish market should remember that Spain needs not only more advanced machinery but also the simpler, smaller equipment.

Small units

Much of Spanish industry is still composed of quite small units, often undercapitalized and with limited distribution facilities. These smaller businessmen rely heavily on personal relationships, hence it is especially important that U.S. businessmen visit Spain more often, stay longer, and get to know their customers at first hand.

"Personalized" attention can bring great success in the rapidly expanding Spanish economy.

GAMA trade mission in Europe to spur gas equipment sales

A ten-man trade mission, organized by the Gas Appliance Manufacturers Association (GAMA), left for Europe April 17 to promote export sales of gas appliances and equipment for U.S. suppliers.

By conducting a trade mission at this time, GAMA is helping U.S. firms get in on the ground floor of new export sales opportunities generated by recent discoveries of unusually large natural gas reserves in the Netherlands. The March 9 issue of INTERNATIONAL COMMERCE alerted U.S. producers of natural gas equipment to the recent discoveries and market potential.

Interest strong

Netherlands firms have expressed a strong interest in obtaining U.S.-made equipment to exploit the new gas reserves. The GAMA trade mission will survey the Netherlands market for U.S. gas appliances and equipment; gather technical and marketing information; and make an intensive effort to develop trade contacts for U.S. exporters with potential Netherlands customers. The U.S. Department of Commerce assisted in planning the mission.

The members' first stop was London, where U.S. equipment was shown at the International Heating, Ventilating, and Air Conditioning Exhibition which opened April 15. The mission will go to The Hague, Amsterdam, and Rotterdam in the Netherlands, and conclude its survey in Brussels, Belgium, about the second week in May.

GAMA is the sixth group to qualify under the Department of Commerce criteria for industry-organized, Government-approved trade missions designed to sell U.S. goods abroad.

Edward R. Martin, director of marketing and statistics for the Gas Appliance Manufacturers Association, New York City, is mission director. Other members on the mission are: James B. West, executive vice president, Samuel Stamping & Enameling Co., Chattanooga, Tenn.; Walter C. Stevens, Sr., president, Stevens Manufacturing Co., Inc., Mansfield, Ohio; V. J. Heinis, vice president, marketing development, Rheem Manufacturing Co., New York City; Richard E. Miller, vice president of marketing, Rockwell Manufacturing Co., Pittsburgh, Pa.; Avy Lewis Miller, president, Laars Engineering Co., North Hollywood, Calif.

Also, Charles C. Lamar, manager of product engineering and treasurer, Harper-Wyman Co., Chicago, Ill.; Fred E. Weldon, assistant to vice president, Commercial and Industrial Products Group, ITT Corp., Des Plaines, Ill.; Lowell F. Crouse, vice president, Maxon Premix Burner Co., Muncie, Ind.; and Frank H. Post, vice president of marketing, Robertshaw Controls Co., Richmond, Va.

Accompanying the trade mission as Department of Commerce coordinator is L. N. Blugerman, Director of the Building Materials and Construction Industries Division, BDSA.

Liberian explosives Plant is first in West Africa

Production has begun at West African Explosives and Chemicals Limited (EXCHEM) of Roberts Field, Liberia, making it the first plant in West Africa to produce blasting agents (explosives).

EXCHEM is jointly owned by Baird Chemical Corporation of New York, and Canadian Industries Limited of Montreal, Canada. Twenty-five percent of EXCHEM's stock was recently publicly offered to Liberian citizens. The offering was heavily over-subscribed.

U. S. Government Actions

Five Colombian power plants to expand with help of Export-Import Bank credit

Authorization given for $17.5 million under Alliance for Progress; U.S. electrical generating equipment, transmission lines needed

The Export-Import Bank of Washington has authorized an Alliance for Progress credit of $17.5 million to Colombia.

U.S. electrical generating equipment will be purchased for expansion of power plants located at Barrancabermeja, Barranquilla, Chinu, Cartagena and Rio Mayo. The machinery to be installed in the plants is of varied size, design and complexity. The recipient of the credit is the Instituto de Aprovechamiento de Aguas y Fomento Electrica, an entity of the Colombian Government.

The five power stations, although not now directly linked, form a basis for an integrated Colombian electrical system. Equipment provided by the Eximbank credit for all five stations include generating facilities and necessary transmission lines and controls to distribute effectively the additional power into existing systems.

Equipment varies

Allocations within the credit show variations in equipment for the individual stations. The Barrancabermeja plant will receive a thermal installation including two 12.5 mw. units with transmission to adjacent industrial areas and to Bucaramanga ($5.9 million).

At Barranquilla several "package" gas turbine units will be installed plus transmission lines and substation equipment ($5.9 million). A gas turbine power plant and interconnecting area transmission lines will be provided for Chinu ($2.6 million).

For the Cartagena plant, a 11.6 mw. gas turbine unit will be installed to supply currently curtailed loads and permit overhaul and maintenance of existing equipment ($1.5 million). One 7 mw. hydroelectric unit and 108 miles of transmission lines and associated substations are requested for the Rio Mayo plant ($1.6 million).

Additional generating capacity and the means to transmit it from the power plants will help alleviate critical shortages in areas where a lack of electricity has hampered Colombian industrial development. Accordingly, the over-all project has high priority from the Colombian Government, and is considered to be the groundwork for a future national grid system.

The Export-Import Bank credit is to be repaid over a period of 17 years commencing in 1967.

Tunisia to purchase agricultural goods

A Food for Peace agreement has been negotiated between the U.S. and Tunisia to finance sale of $1,269,000 worth of U.S. agricultural commodities. The value includes certain ocean transportation costs.

The agreement, negotiated under Title I, Public Law 480, will provide commodities to help Tunisia meet increasing consumption requirements. Payment will be in Tunisian currency (dinars) and commodity composition of the agreement is: upland cotton (approx. 6,890 bales), $937,000; corn (approx. 157,500 bushels), $222,000; frozen poultry (approx. 132,000 pounds), $41,000; ocean transportation (estimated), $69,000.

The agreement provides that 10% of the dinars received in payment will be set aside for U.S. uses. Seventy percent will be made available for loans to finance economic development projects in Tunisia, and the remaining 20% will be made available for loans to U.S. and Tunisian private enterprise. Sales will be by private U.S. traders. Purchase authorizations will be announced at a later date.

The signing of this fourth Public Law 480 Title I agreement with Tunisia brings the value of agreements signed to $38 million. Under prior agreements 252,000 bushels of corn, 11 million bushels of wheat, 3.6 million bushels of barley and 35 million pounds of soybean oil were shipped to Tunisia. This is the first agreement to include cotton and poultry.

Nigeria gets AID support to build power complex

Project estimated at $203 million will receive free-world financing

A $14 million Agency for International Development loan plus other free-world financing will help the Nigerian Government build a hydroelectric power complex on the Niger River.

The project, which includes a dam, a power station with 320,000 kilowatts of initial capacity, locks, canals, and a transmission system, will cost an estimated $203 million. Completion is expected in 1968.

The AID loan will provide the $14 million of foreign exchange costs. Other external financing is being negotiated with the International Bank for Reconstruction and Development (World Bank), and the Governments of Italy, the United Kingdom, and the Netherlands with possible participation by other countries.

U.S. equipment included

Proceeds of the AID loan will be used to finance the purchase of equipment and material in the U.S., accounting for 50% of all U.S. procurement costs under the prime civil contract, which is being carried out by Impreglio, an Italian construction consortium.

The project is the most ambitious undertaking in Nigeria's six-year Development Plan and has been assigned the highest priority. The Nigerian Government is providing financing for the local costs of the project estimated at $63.5 million.

Loan terms

The Niger Dams Authority will construct, operate, and maintain the dam to be located at Kainji, 250 miles north of Lagos. The AID loan will be repaid by the Government of Nigeria over a 40-year period, including a 10-year grace period. Disbursement under the loan must await signing of a detailed loan agreement and similar agreements with other financing sources.

Foreign Government Actions

ECSC sets lower 'In Quota' tariffs for certain steel imports, pig iron products

European Coal and Steel Community announces the special tariff quotas exempting products from earlier steel tariff increase

The High Authority of the European Coal and Steel Community has established special tariff quotas at lower rates for certain steel products imported into Germany and France and for certain special pig iron items imported into Germany, France, Belgium and the Netherlands during 1964.

These quotas exempt the products listed below from the steel tariff increase authorized by the High Authority earlier this year. (See INTERNATIONAL COMMERCE, Feb. 17, p. 14).

Under that decision ECSC iron and steel tariffs were raised to the level of the Italian duties, except for those items bound under GATT at a lower level. At the same time, a $7 per ton specific duty was recommended on foundry pig iron.

For more details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Quotas, in tons, for *steel products* imported into Germany and France along with their reduced duties are as follows:

For Germany: ex 73.08 A coils for rerolling, more than 600 mm. but less than 1.50 meter wide and 73.08 B coils for rerolling, 1.50 meter wide or more—307,000, 5%; ex 73.10 A I wire rods for making electrodes, containing, by weight, less than 0.035% sulfur or phosphorus, and less than 0.05% of the two elements combined—7,000, 6%; ex 73.15 A IV b—Fine carbon steel bars—716, 6%; ex 73.15 A V—Fine carbon steel hoop and strip, having a low phosphorus and sulfur content—2,800, 6%; ex 73.15 A VI b—Conveyor belts (fine carbon quenched and ex 73.15 B VI b 2 bb—Steel and high-alloy stainless steel cold-rolled sheets)—120, 6%; 73.15 B I b 2—Alloy steel blooms, billets, slabs, sheet bars—4,200, 4%; 73.15 B III b Alloy steel flat billets—306, 6%; ex 73.15 B—Ball-bearing steel—7,000, 6%.

For France: 73.08A coils for rerolling less than 1.50 meter wide, 20,000, 6%.

Quotas, in metric tons, subject to a reduced ad valorem rate of 5% for certain special pig iron products are as follows:

Ex-73.01 BII special pig iron containing by weight not more than .04% manganese, .035% phosphorus, .03% sulphur; Germany, 30,000; Belgium, 10,000; France, 2,600; Netherlands, 6,000.

73.01 BII, Hematite foundry pig iron containing, by weight, 1.50% or less manganese, and 73.01 CII, phosphoric foundry pig iron containing, by weight, more than 1% silicon: Italy, 168,000; Belgium, 15,000; Netherlands, 5,000.

Iraqi Government limits repatriation profits

A recent resolution of the Central Bank of Iraq defined the provision of the Foreign Exchange Regulations which permits foreign investors in Iraq to repatriate "reasonable profits" on their capital. The limitations on the repatriation of such profits are as follows:

- Foreign investors in banking, insurance and trading companies may annually repatriate profits not exceeding 10% of invested capital plus capital reserves;
- Foreign investors in industrial companies may annually repatriate profits not exceeding 20% of invested capital plus capital reserves.

Profits in excess of these amounts may be invested in local enterprises or transferred to the capital reserve account and will be counted when repatriable profits are calculated in subsequent years. In case of liquidation, foreign investors may repatriate their entire profits and investment provided that their accounts are audited by a chartered accountant and Central Bank approval for the transfer is obtained.

EEC approves reductions on metal, sugar imports

The EEC Commission has approved national tariff quotas for imports of aluminum, magnesium, lead and zinc into certain member countries.

A reduction of the common External Tariff rate from 9% to 5% was granted on a quota of unwrought aluminum (76.01A) imported into Belgium-Luxembourg (13,500 tons) and the Netherlands (10,800 tons) for the period December 1, 1963, to December 31, 1964.

Exemption from the 10% duty rate was granted on a quota of unwrought magnesium (77.01A) imported into Belgium-Luxembourg (420 tons), the Federal Republic of Germany (27,700 tons) and the Netherlands (140 tons) for the year 1964.

For the period January 1 to June 30, exemptions from the $1.32 per 45.3 lbs. duty were granted on quotas for unwrought lead (78.01A) into Belgium (5,000 tons), the Federal Republic of Germany (27,000 tons) and the Netherlands (20,000 tons) and for unwrought zinc (79.01A) into the Federal Republic of Germany (20,000 tons) and the Netherlands (5,000 tons). The classifications of unwrought lead and zinc have been broken down further for these exemptions.

The suspension of the Common External Tariff on sugar (beet and cane, solid) was extended until July 31, 1964. Other tariff quotas were approved for wine imports into Germany.

German court reaffirms employment monopoly

The Federal Social Court of Germany has reaffirmed the right of the German employment exchange agency, (*Bundesanstalt fuer Arbeitsvermittlung und Arbeitslosenversicherung*, Eschersheimer Landstrasse 1-7, Frankfurt/Main) to approve or disapprove paid advertisements inserted by foreign firms in German newspapers for the hiring of manpower.

The court pointed out that authority granted to the employment exchange agency is designed to prevent improper use of German labor and avoid detrimental effects on the German economy.

The legislation granting this authority went into effect April 1, 1957. U.S. businessmen are advised to keep this law in mind if they consider employing German workers outside of Germany.

Investment Opportunities pages 28-30

U.S. firms offered opportunities to make Australian products

Manufacturers in Australia show interest in licensing, joint venture arrangements in food, textile, electrical industries

Five Australian manufacturers are interested in having U.S. firms make their products under license for the U.S. markets. Other down under manufacturers are seeking licenses and joint ventures to make American goods in the food, textile, industrial machinery, electrical equipment and other industries.

The first report on opportunities developed by the Mission in Australia appeared in the April 13th issue of INTERNATIONAL COMMERCE.

Licenses offered

Additional information, where available, and the name and address of the following firms offering licenses to U.S. manufacturers may be obtained from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D. C., 20230, by referring to the appropriate file number following each opportunity described below.

License offered for U.S. production of multi-purpose machine tool designed to replace normal lathes, turning, shaping, and copying; drilling machines; cutting and sawing machines, precision grinding machines, cylindrical, surface, internal, external, taper. It is automatic in its operation, as well as being most simple to set up. The licensor claims that unskilled labor can quickly be trained to operate the machine. This multimachine tool is reported to cost below that of any precision grinding machine of a 24" x 12" size and able to equal in output and accuracy machines priced at five times its anticipated market price. **File 1231.**

U.S. licensees sought to produce a hot water system control valve that is a single unit incorporating three functions—pressure reducing, pressure relief, vacuum relief. It is constructed so that the main diaphragm and the vacuum relief diaphragm can be changed without altering or interferring with the pressure setting. The vacuum relief valve is diaphragm operated, which is another one of many advantages of this valve according to its manufacture. Three U.S. patents have been issued. **File 1232.**

License offered for U.S. manufacture of a insulator to attach to buildings for electrical service entrance. Invention uses principal of the cable turned or wrapped 1½ times over insulator grooved and lock device. Has sold over 100,000 in Australia in last two years. **File 1233.**

Manufacturer is interested in licensing a U.S. firm to produce its rotary piston pump for irrigation purposes. Pump has a slow speed with high capacity. **File 1234.**

A leveling device covered by a U.S. patent is offered for manufacture in this country under license. The firm reports that this is an amazing instrument operating on an entirely different principal from anything else in common use. It virtually eliminates all bugbears, and inconveniences of leveling such as errors and inaccuracies, complicated setting. inadequacy in dull light, the need for skilled operators, high purchase costs, expensive repairs. **File 1235.**

License, joint venture sought

203 Fruit canning

Packer of fresh fruit seeks license or joint venture to establish fruit canning business. Goffrey Thompson Growers Co-Op, Ltd., 40 Queen St., Melbourne, Victoria.

Food products manufacturer wants license or joint venture to start orange juice processing. General Foods Corp., King St., Oakleigh, Victoria.

207 Chocolate candies

Seeks U.S. chocolate firm to enter into joint venture and to match capital investment of $30,000 to $40,000. Continental Confectionery & Wafer Co., 13 Param Pl., Glen Iris, Victoria.

209 Instant coffee

Joint venture sought to provide technical know-how to establish complete instant coffee plant. Davenport & Heine Bros. of Australia, Pty., Ltd., 473 Bourke St., Melbourne, Victoria.

222 Synthetic textiles

License or joint venture wanted for production of synthetic textiles for ladies' dress fabrics. Brown & Dureau, Ltd., Cnr. Kavanagh/Ireland Sts., S. Melbourne, Victoria.

225 Men's hosiery

Men's hosiery manufacturer seeks U.S. capital to expand business on a joint venture basis. Fitwear, Ltd., 1056 Lygon St., N. Carlton, Victoria.

227 Scatter rugs

Wholesaler of floor coverings interested in joint venture or licensing arrangements for the production of acorlan, nylon, 100% cotton scatter rugs. E. R. Charman & Co., Pty., Ltd., 567 Spencer St., Melbourne, Victoria.

232 Underwear

Manufacturer seeks license to make woven, textiled underwear in the popular price range. Lilliput Manufacturing Co., 579 Mt. Alexander Rd., Moonee Ponds, Victoria.

307 Plastics

Manufacturer of plastic products seeks license to make specialty products for commercial and industrial markets. Moulded Products, Ltd., Nepean Highway, Mentone, Victoria.

343 Hot air furnace

Industrial fan equipment manufacturer seeks license to make oil burner hot air furnaces. D. Richardson & Sons, 21 Whitehall St., Footscray, Victoria.

346 Kitchen utensils

Sheetmetal and hardware manufacturer wants license to produce kitchen utensils, housewares. Fowlers Vacola Mfg. Co., Ltd., 257 Durwood Rd., Hawthorn, Victoria.

352 Cotton spraying equipment

Agricultural spraying equipment producer seeks license to make cotton spraying equipment. C. E. Purvis & Co., 10 Radcliffe St., S. Kensington, Victoria.

356 General industrial equipment

Ball and roller bearings manufacturer seek license to produce non-precision bearings. Anthony Bearings, Pty., Ltd., 172 Perry St., Fairfield, Victoria.

Company specializing in air-conditioning equipment and duct hardware seeks license to produce air difusion, associated equipment. I & M Suppliers, Pty., Ltd., 772 Hawthorn Rd., E. Brighton, Victoria.

Manufacturer of variable speed drives seeks joint venture partner to provide capital to expand facilities. Singer Manufacturing, 156 Waverley Rd., E. Malvern, Victoria.

358 Service industry machines

Vending machine manufacturer seeks license to produce U.S. designed machines. Continental Instrument Co., Pty., Ltd., 308 Bay Rd., Cheltenham, Victoria.

License sought for the manufacture of fluidized bed freezers, dehydrators. Hamilton Moore & Associates, 2 Queens Rd., Melbourne, Victoria.

361 Electrical components

Manufacturer of electrical parts seeks license to make small switches, T.V. tuners, relays, thermostats, similar items. Ring-Grip Australasia, Pty., Ltd., 40-68 Mollison St., Abbotsford, Victoria.

364 Lighting fixtures

License wanted to make U.S. designed commercial, industrial lighting fixtures. F.W. Green & Co., Pty., Ltd., 100 Queen St., Melbourne, Victoria.

367 Electronic components

Electronic components manufacturer wants license to make sophisticated controls, connectors, terminals, antennae. Belling & Lee, (Aust.), Pty., Ltd., Cnr. Canterbury & Colchester Rds., Kilsyth, Victoria.

371 Automotive electrical equipment

Electrical equipment manufacturer interested in being licensed to make small automotive electrical equipment. National Television Engineering, Pty., Ltd., 144 Bouverie St., Carlton, Victoria.

382 Water meters

License sought to make water meters for homes by manufacturer of switchgear, distribution systems, time switches. H. Rowe & Co., Pty., Ltd., 7 Flinders Ct., Melbourne.

384 Orthopedic appliances

Orthopedic appliances manufacturer seeks joint venture to make U.S. designed appliances. Orthopedic Appliances, 230 Collins St., Melbourne, Victoria.

Establishment of tile plant considered by Ivory Coast

U.S. brick and tile firms interested in an overseas venture might consider the possibility of establishing a plant in the Ivory Coast. The level of investment for building four units, each with an annual capacity of 10,000 tons, is estimated at $625,000. An association of African building contractors might be interested in limited participation.

It is reported that Ivory Coast production of bricks in 1963 was only 25,000 tons and quality was uneven. Bricks are manufactured locally in small artisan-type factories, the largest and most modern had a 1963 capacity of 5,000 to 6,000 tons a year.

Interested potential investors may wish to explore the possibility of a partially AID financed investment survey of this project. More detailed information can be secured by writing to Bureau of International Commerce, Office of International Investment, File 1-3255-1-G, Department of Commerce, Washington, D.C., 20230.

NUCLEAR PRODUCTS

Firm engaged in designing, installing, operating atomic reactors, related equipment seeks license to make nuclear reactor instruments, heavy components, materials.

Mitsubishi Atomic Power Industries, Inc., 4 Ohtemachi 1-chome, Chiyoda-ku, Tokyo, Japan.

U.S. Trade Mission leaves Venezuela but investment proposals continue

Five investment opportunities presented to U.S. Embassy by businessmen who failed to contact Mission officials in time

Departure of the U.S. Industrial Expansion Mission to Venezuela has not deterred Venezuelan businessmen unable to contact the Mission in Caracas from presenting their investment proposals to an official U.S. source. The five investment opportunities listed below were reported by the U.S. Embassy in Venezuela this week.

As in the case of those proposals reported previously by the Mission to Venezuela, (INTERNATIONAL COMMERCE, April 6, 13), firms interested in one or more of these opportunities are requested to show the appropriate Interview Report (I.R.) number in any correspondence with the local firm or with the Department of Commerce.

2210 Cotton Textiles

Textile manufacturer in Caracas interested in joint venture with U.S. firm to provide working capital for expansion. It is reported that the firm owns plant building, sufficient land for contemplated expansion. Current employment is 115; plant is well-equipped to produce special textiles, but is presently operating at only 30% of capacity as it lacks the working capital to finance operations. Company president plans to visit U.S. in near future. Interested U.S. firms desiring further information and an opportunity to discuss the proposal in more detail should write promptly to Mr. Yamil K. Mazri, President Telares Miranda, C.A., 4 Transversal Boleita, Caracas. (IR 209).

2844 Cosmetics

Long-established Caracas manufacturer of cosmetics seeks joint venture for expansion. This small firm lacks capital to acquire modern machinery and is willing to consider any type of joint venture arrangement proposed by potential U.S. investor. Firm currently has five employees and imports raw materials. Interested firms can obtain additional information by writing Proderma Cosmeticos, 2nd Avenida Las Delicias de Sabana Grande, Edificio Ozanam Caracas. (IR 208).

3561 Hydraulic Pumps

3621 Electric Motors

Caracas firm, which manufactures metal partitions and operates as importer, sales agent for electric industrial and home appliances, interested in joint venture to manufacture under license electric motors, hydraulic pumps. Firm has been in business for 25 years, presently has 50 employees. For further details interested potential investors should write Mr. Jose Sosa Rodriguez, C. A. La Commercial Prosperi, Barcenas a Rio, Edificio Sadia, Caracas. (IR 206).

3621 Electric Condensers

3651 Television Receivers

3679 Output and Power Transformers

Caracas firm of importers founded in 1957 and reorganized in January of this year, which provides maintenance service for marine communications equipment, TV, X-ray and other medical equipment, seeks expansion of activities through joint venture or licensing arrangement with U.S. company experienced in that industry. Firm is operated by two sons of the founder who control the major stock interest. Employees currently number 121. Expansion contemplated into assembly of such electronic equipment as television sets and marine communications equipment as well as local manufacture of electronic components including paper condensers and I.F., output, power transformers. Firms interested in following up this opportunity should write Mr. Armando Behrens D., President, Behrens Electonica, S.A. (Apartado 5771), Avenida Los Manolos, Quinta Coro-Claret, La Florida, Caracas. (IR 207).

3732 Motor Pleasure and Fishing Boats

Small firm at La Guaira established in 1957, manufactures pleasure craft and fishing boats of aluminum or wood ranging from 21 to 80 feet in length. It is interested in joint venture with U.S. firm experienced in industry for expansion. Firm needs working capital, is open to suggestions from potential investors. Current production is approximately one 45 ft. craft with two 180 hp. diesel engines in about five months. Further details may be secured from Mr. Hermanos Michic, Arecife, Apartado 8, La Guaira, Departamento Vargas. (IR 205).

LICENSES SOUGHT

Licenses sought for production of heating, ventilating, air-conditioning equipment for use in all types of automotive, railway vehicles by manufacturer of such equipment interested in improvements and innovations developed in U.S. Hornkohl & Wolf, 20 Groenlandstrasse (P.O. box 4), Bremen-Burg.

Brazilian city seeks investor to produce gas

Sao Paulo publishes tender on 30-year concession for gas

The city of Sao Paulo, Brazil, has published a tender calling for bids on a 30-year concession for production and distribution of manufactured gas in that city.

The proposal is in accordance with a municipal law providing that existing facilities are to be turned over to a new concessionaire who will be required to expand production and distribution facilities and provide a minimum of 13,000 new connections a year.

New concessionaire sought

The deadline for submission of bids is 4:00 p.m., June 12.

The present concessionaire, a British-controlled firm, has had the concession for around 100 years but for the past seven years has operated without a contract. Existing facilities are for the production and distribution of gas made from coal, coke and carbonized coke. There are at present 104,736 consumers out of a population of roughly four million. Firms may bid on production, distribution or both.

Conditions outlined

Conditions for participation of foreign firms are detailed in Sao Paulo Municipal Law No. 6480 of January 10, 1964, and in the tender. They include the requirement for a deposit of one million cruzeiros (approx. $800 at the April 14 rate of exchange) which will not be refundable to the successful bidder, proof of technical and financial competence and the presentation of detailed plans for construction of additional manufacturing, storage and distribution facilities.

A map of the existing network, copies of the tender and Law No. 6480 may be examined at Departamento do Expediente e do Pessoal, Rua Senador Queiroz 305, 12° andar, sala 1, Sao Paulo, Brazil. Prior to contacting the above address, potential U.S. investors interested in bidding are advised to write for an outline of additional requirements to Bureau of International Commerce, Office of International Investment, File 2-3312-6-B, Department of Commerce, Washington, D.C., 20230.

U.S. technical know-how in making pulley lathes sought by Indian company

A Madras manufacturer of six types of cone pulley lathes looks for U.S. collaboration in the manufacture of universal and surface grinders.

The firm is reported to have received a Government of India Industrial License approving the establishment of this new industrial undertaking. The kind of collaboration sought by the firm requires a U.S. company experienced in the industry to enter into a form of joint venture arrangement by which it would receive equity capital or perhaps a type of licensing and technical collaboration arrangement based on a royalty agreement.

As described by the Indian firm, the U.S. partner in the project would be required to recommend the type of plant and machinery, guarantee proper equipment performance and smooth running of the completed plant, train Indian personnel and make available patents and technical know-how.

U.S. machine tool firms interested in following up this opportunity should write Madras Machine Tool manufacturers, Ltd., P.O. box 871, Coimbatore 5, Madras, India. Further information concerning the proposal can be obtained by writing Bureau of International Commerce, Office of International Investment File 4-3541-3-H, Department of Commerce, Washington, D.C., 20230.

TEXTILE MACHINERY LICENSE

Manufacturer of weaving machinery, including looms for special purposes such as conveyor belting, carpets, asbestos brake linings, seeks license to make U.S. textile machinery. Robert Hall & Sons, (Bury), Ltd., Hope Foundry, Bury, Lancashire, England.

CIGAR LICENSING AGREEMENT

German firm seeks licensing agreement with U.S. cigar manufacturers to make cigar under U.S. brand name. Schwering & Hasse, Zigarrenfabriken, Postfach 27/28, 3283 Luegde/Westfalen, Germany.

PHARMACEUTICAL LICENSE

Manufacturer of pharmaceutical products wants license to produce U.S. patented medicines. Laboratoires Servier, S.A., 25 rue Eugene-Vignat Orleans (Loiret), France.

Greek manufacturer offers joint venture to U.S. nylon firm

Hosiery mill asked for capital, majority participation possible

A Greek manufacturer of nylon and cotton hosiery and stretch nylon yarn is interested in a joint venture with a well known U.S. hosiery mill to modernize, reorganize on U.S. standards, and adopt U.S. merchandizing methods.

The Greek firm seeks private equity capital from $200,000 to $300,000 as working capital and for the procurement of new machinery and equipment; managerial and technical assistance; and use of the U.S. investor's trademarks.

Extent of the U.S. investor's participation in the management and capitalization of the firm would depend on the nature and extent of the assistance provided. Majority participation by the U.S. investor might be possible.

The firm currently has 110 employees and uses machinery of U.S., British and Italian make, most of it purchased between 1950 and 1960.

Tax benefits possible

It is reported that a foreign investment project of this nature, seeking to modernize and expand an existing Greek firm would be considered "productive" within the meaning of Greece's foreign investment law, thereby qualifying for the benefits and protection accorded by that law. Moreover, any joint venture organized would enjoy the tax and other incentives accorded to provincial and export oriented industries.

Further information concerning this opportunity can be obtained by interested U.S. hosiery firms if they will address inquiries to: Bureau of International Commerce, Office of International Investment, File 4-2252-2-B, Department of Commerce, Washington, D. C., 20230.

HOUSEHOLD ARTICLES

Manufacturer of household equipment, other products made of aluminum and light alloys seeks license for producing pressure cookers, other aluminum household articles. Write to U.M.A.L. Usines et Manufactures d'Aluminum et d'Alliages Legers, S.A., 22 Rue du Meridien, Brussels, Belgium.

NATO asks bids for French fuel depot near Brest of U.S. bidders

International competitive bidding will soon be opened for the supply and installation of electrical, ventilating, protection and water supply equipment for the fuel depot POL at Brest-Lanveoc, France. Project, estimated at $2.6 million, includes electric installations (normal and emergency supply, low and high voltage); equipping of the depot to assure the flow of Diesel-oil (piping, pumping sets, decanting stations and accessories); installations for reheating of fuel oil; installations for ventilation of underground depot; distribution networks for drinkable and industrial water; protection against explosions; various equipment for under-ground and above-ground installation.

Interested U.S. firms must register before April 30 at: Ministere de la Marine, Service Technique des Travaux Immobiliers et Maritimes, 15 rue de Laborde, Paris (8), France.

NATO will select those firms which will be invited to bid on this project and will issue invitations to bid directly. Those companies not selected to participate in the bidding will be so notified by letter.

In order to participate, U.S. firms must be certified eligible and be placed on a Consolidated List of U.S. Bidders.

Firms desiring to be certified are invited to submit their brochue and a recent annual report to BDSA's Trade Opportunities Staff, (BDSA-111), U.S. Department of Commerce, Washington, D.C. 20230.

Spain will publish notice of bids for mail machines

The Spanish Government has authorized the Directorate General of Posts and Telegraphs to open public bidding for 9 mail classification machines. Total appropriation is reportedly $750,000.

Following the usual Spanish practice, the notice of bids will be published in the Official Bulletin of State in about 2 months; bidding will be about one month after publication.

After bids are announced, specifications will be available for examination at the Dirreccion General de Correos, Madrid. The Spanish Government generally accepts bids only from those foreign firms which have agents in Spain.

Pumps wanted for port

The Chief Engineer, Commissioners for the Port of Calcutta, 15 Strand Rd., Calcutta, India, has issued a tender for 6 pumps of 55,000 gals./min. capacity each; vertical spindle, axial flow, electrically operated. The tender includes valves, piping and controls. Suppliers will be expected to design and construct the operation.

Bid deadline is May 11.

Copy of the tender is available from the G.I.E.C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230, telephone: 202 WO 7-5589, on a short-term loan basis to firms located in the U.S., but drawings may be obtained from the above address for 110 Rupees or from Rendel, Palmer & Tritton, 125 Victoria St., Westminster, London, S.W. 1, for 8 pounds.

NATO tender modified

The International NATO Tender for the supply and installation of HF/5KW/SSB transmitters, issued by the Greek General Air Staff (*International Commerce*, March 2, p. 27) has been modified to read: "A deposit representing five percent (5%) of the total value of the bid shall be used as a participation guarantee."

SHAPE seeks steel lockers

Fifty to 100 combination storage and wardrobe metal cabinets are sought by SHAPE on a variable quantity contract basis. U.S. firms interested in supplying these cabinets must submit their bids not later than May 12 to the Headquarters Command, Purchasing & Contracting Office, Supreme Headquarters Allied Powers in Europe, SHAPE, Paris, France. Cabinets must conform to SHAPE specification CM-1 dated 21 Jan. 63.

Copy of the Notification of Bid and the Specification CM-1 is available to U.S. firms from BDSA's Trade Opportunities Staff, BDSA-111, U.S. Department of Commerce, Washington, D.C. 20230. Firms are requested to refer to "SHAPE 38-64" and include a self-addressed mailing label.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March, unless otherwise marked.

American Firms, Subsidiaries and Affiliates—Greece.
Automotive Vehicle and Equipment Importers, Dealers and Manufacturers—Chile, April.
Business Firms—Iceland.
Feedstuff Importers, Dealers and Manufacturers—Austria.
Glass and Glassware Importers, Dealers and Manufacturers: Chinaware, and Household Pottery Product Importers and Dealers—Denmark.
Photographic Supply Dealers and Photographers—Greece.

Syrian Arab Republic asks bids on dwellings, financing

The Directorate General of the Syrian Housing Institution invites bids for financing of project only, or financing and construction of 5,000 dwellings in principal towns of Syria, covering a period of 5 years.

Bid deadline is June 30 for tender No. A-290.

Dwellings include 3 types, 1,000 constructed each year. A percentage of each type is to be proportioned in the construction of 500 dwellings in Damascus, 350 in Aleppo and 150 in Homs. Constructor is at liberty to choose the use of prefabricated or semi-prefabricated parts and materials, noting that Syria is a cement producer and local materials include stone, gravel, sand mortar blocks, tiles, according to locality. Dwellings do not include central heating or elevators.

Any financing by the bidder will be repaid gradually according to progress of work with the Syrian Government and the Central Bank guaranteeing payments of installments, plus interest, on dates of maturity. Repayment, interest and any financing money, as well as profits, will be guaranteed the liberty to be taken out of Syria. A method of construction should be used so that costs will not exceed $22.50 per square meter (10.8 sq. ft.) and any reduction of this cost would have preference.

Bids should be submitted directly to the Directorate General of the Dwellings Institution, Ministry of Village and Municipal Affairs, Damascus, Syrian Arab Republic.

Bidders may apply for free copies of the book of conditions from the above. One copy is available for review only in the office of Building Materials and Construction Industries Division, BDSA-306, U.S. Department of Commerce, Rm. 4012, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Ceylon issues tender for complete hardboard plant

The Ministry of Commerce and Industries, 404 Bullers Rd., Colombo 7, Ceylon has issued a tender for the design, supply, erection and commissioning of a complete 25 long ton/day (three shifts) hardboard plant.

Bids should be submitted to the Chairman of the Tender Board at the above address by June 20.

Copies of the tender are available at GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-5589, on a short-term loan basis to firms located in the U.S. and at the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

Bid deadline extended

The Hellenic Telecommunications Organization (O.T.E.), Athens, Greece has extended the bid deadline for the supply of telephone equipment from April 14 to May 14. (INTERNATIONAL COMMERCE, February 10, p. 27).

Carrier bid date changed

The Hellenic Telecommunications Organization (O.T.E.), Athens, Greece has extended the bid deadline for the supply of telephone and telegraph carrier equipment from April 28 to May 28. (INTERNATIONAL COMMERCE, March 16, p. 27).

IC to drop AID export trade leads; available elsewhere

U.S. firms can request direct mailing of data from AID

After this issue, *International Commerce* will stop publishing export opportunities financed through Agency for International Development (AID) loans and grants. These export leads have been indicated by the ■ symbol in the Trade Opportunity Section of the magazine.

The information, however, will be mailed by AID to any U.S. firm requesting it.

The AID Office of Small Business publishes information on procurement financed by the Agency for International Development. Subscribers may receive any or all of the following releases, without charge:

1. *SMALL BUSINESS CIRCULARS* Containing procurement data concerning specific proposed purchases. Commodities are broken down into 21 groups, enabling firms to select the commodity group(s) of interest to them. Encircle group(s) desired on the form provided. (Only firms desiring information on all commodities—every Circular issued—should encircle number 22).
2. *SMALL BUSINESS MEMOS* Containing trade and general information of value concerning AID procurement. No bid deadlines are involved. Firms wishing these releases *only* should encircle number 23 on the form. All recipients of Small Business Circulars receive Small Business Memos automatically.

U.S. businessmen may have their names placed on the mailing list to receive Small Business Circulars and Small Business Memos automatically, by completing the coupon in the adjoining column.

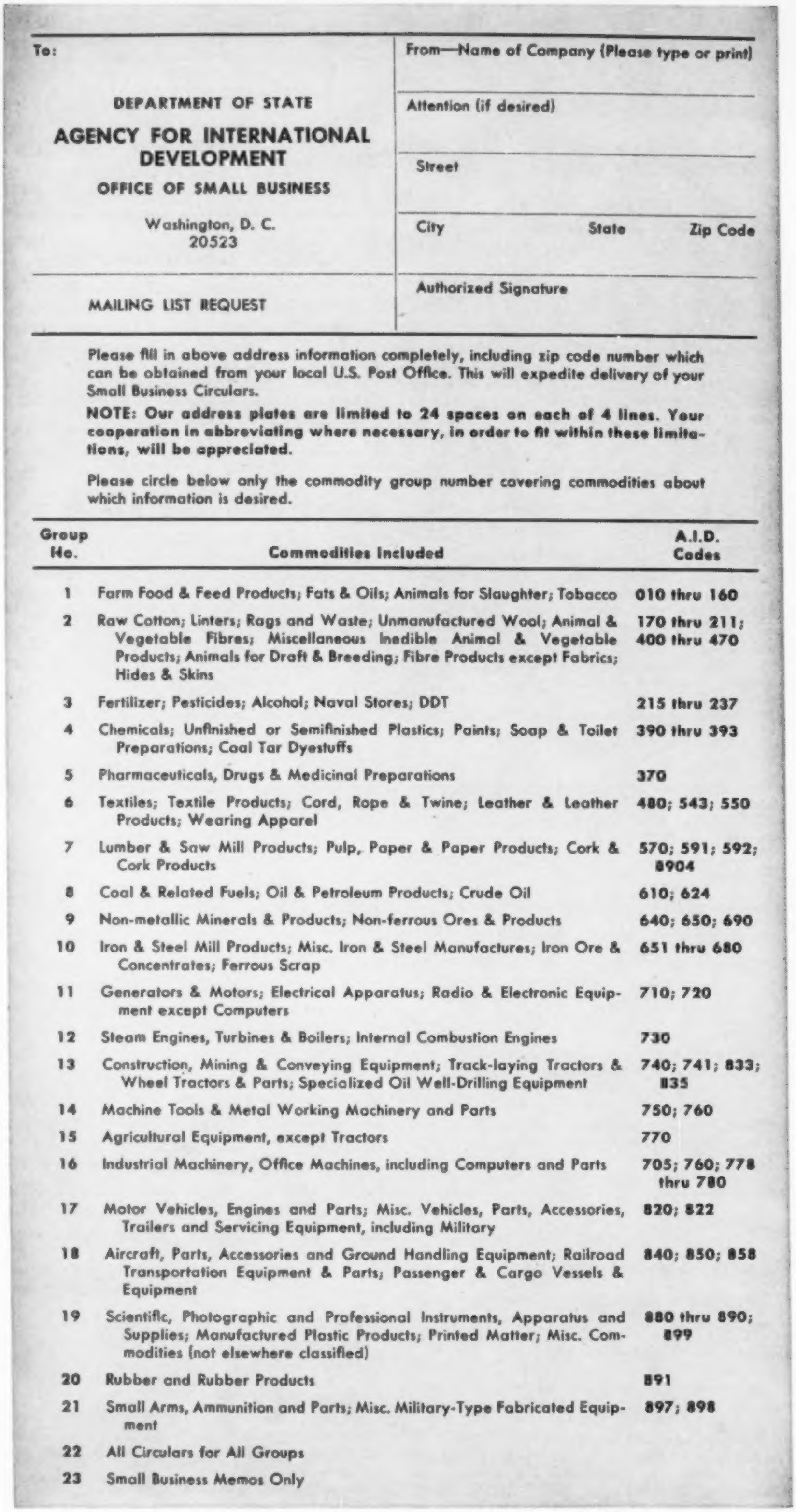
The form lists the numbers assigned to the mailing lists for the various commodities, as well as their AID code numbers. Please circle the group numbers of particular interest to your firm.

AID procurement information is also available from all U.S. Department of Commerce field offices, Small Business Administration field offices, and is published in the Commerce Department's *Commerce Business Daily*.

Germany opens quota for beef liver, hearts

Germany's Foreign Trade Agency has opened quotas for imports of frozen beef livers and beef hearts from the U.S. and Canada, according to the U.S. Embassy in Bonn.

Import licenses will be valid for 60 days, but no license will be valid after June 30. The quota for frozen beef livers represents an extension of the previous quota reported in INTERNATIONAL COMMERCE, Oct. 14, 1963.



To:

DEPARTMENT OF STATE
AGENCY FOR INTERNATIONAL DEVELOPMENT
OFFICE OF SMALL BUSINESS
Washington, D. C.
20523

MAILING LIST REQUEST

From—Name of Company (Please type or print)

Attention (if desired)

Street

City State Zip Code

Authorized Signature

Please fill in above address information completely, including zip code number which can be obtained from your local U.S. Post Office. This will expedite delivery of your Small Business Circulars.

NOTE: Our address plates are limited to 24 spaces on each of 4 lines. Your cooperation in abbreviating where necessary, in order to fit within these limitations, will be appreciated.

Please circle below only the commodity group number covering commodities about which information is desired.

Group No.	Commodities Included	A.I.D. Codes
1	Farm Food & Feed Products; Fats & Oils; Animals for Slaughter; Tobacco	010 thru 160
2	Raw Cotton; Linters; Rags and Waste; Unmanufactured Wool; Animal & Vegetable Fibres; Miscellaneous Inedible Animal & Vegetable Products; Animals for Draft & Breeding; Fibre Products except Fabrics; Hides & Skins	170 thru 211; 400 thru 470
3	Fertilizer; Pesticides; Alcohol; Naval Stores; DDT	215 thru 237
4	Chemicals; Unfinished or Semifinished Plastics; Paints; Soap & Toilet Preparations; Coal Tar Dyestuffs	390 thru 393
5	Pharmaceuticals, Drugs & Medicinal Preparations	370
6	Textiles; Textile Products; Cord, Rope & Twine; Leather & Leather Products; Wearing Apparel	480; 543; 550
7	Lumber & Saw Mill Products; Pulp, Paper & Paper Products; Cork & Cork Products	570; 591; 592; 8904
8	Coal & Related Fuels; Oil & Petroleum Products; Crude Oil	610; 624
9	Non-metallic Minerals & Products; Non-ferrous Ores & Products	640; 650; 690
10	Iron & Steel Mill Products; Misc. Iron & Steel Manufactures; Iron Ore & Concentrates; Ferrous Scrap	651 thru 680
11	Generators & Motors; Electrical Apparatus; Radio & Electronic Equipment except Computers	710; 720
12	Steam Engines, Turbines & Boilers; Internal Combustion Engines	730
13	Construction, Mining & Conveying Equipment; Track-laying Tractors & Wheel Tractors & Parts; Specialized Oil Well-Drilling Equipment	740; 741; 833; 835
14	Machine Tools & Metal Working Machinery and Parts	750; 760
15	Agricultural Equipment, except Tractors	770
16	Industrial Machinery, Office Machines, including Computers and Parts	705; 760; 778 thru 780
17	Motor Vehicles, Engines and Parts; Misc. Vehicles, Parts, Accessories, Trailers and Servicing Equipment, including Military	820; 822
18	Aircraft, Parts, Accessories and Ground Handling Equipment; Railroad Transportation Equipment & Parts; Passenger & Cargo Vessels & Equipment	840; 850; 858
19	Scientific, Photographic and Professional Instruments, Apparatus and Supplies; Manufactured Plastic Products; Printed Matter; Misc. Commodities (not elsewhere classified)	880 thru 890; 899
20	Rubber and Rubber Products	891
21	Small Arms, Ammunition and Parts; Misc. Military-Type Fabricated Equipment	897; 898
22	All Circulars for All Groups	
23	Small Business Memos Only	

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

200 Food

★★ AUSTRALIA—Trade Mission

Interested in importing any convenience foods in large volumes such as instant onion, instant potato. Davenport & Heine Bros. of Australia Pty. Ltd., 473 Bourke St., Melbourne, Vic. I.R. 256-A.

201 Meat Products

See also SPECIAL TRADE LEADS on page 34.

NETHERLANDS—Calfskin (5,000 units); sealskin (ringseal and harpseal), approx. 20,000 units. Direct purchase and/or agency. Firma Joco, (manufacturer, importer, exporter, wholesaler, sales agent), 49 Stationsweg, Ede.

SPAIN—Dried casings, calibre 55/60, India 1st class, 2,000 kilograms; requests replies in Spanish. Baldomero Ropero Leal, Hinojosa del Duque, (Córdoba). WTD 4/2/64.

202 Dairy Products

IRAQ—Supply of 50 tons dried skim milk in 25 or 30 kilogram bags. Al-Rafidain Commerce & Commission Bureau, Ashar, Basra. WTD 8/27/63.

204 Grain Mill Products

MOROCCO—3,000 m.t. of glucose, 1,000 m.t. of starch, 500 m.t. of Dextrine from corn for textile manufacturers. Quotations Casablanca. Requests replies in French. Engineering et Equipments Industriels (importer/manufacturer), 80, Blvd. Lalla Yacoute. Casablanca. WTD 12/23/63.

209 Food Preparations

AUSTRALIA—California Almonds. H. Boehm Pty. Ltd., 7 Garness Ave., Marrickville, Sydney, N.S.W. WTD 1/20/64.

★★ AUSTRALIA—Trade Mission

Interested in emulsifiers and stabilizers for ice cream. H. G. Langdon & Co. Pty. Ltd., 351-355 King St., Melbourne, Vic. I.R. 297.

Need sources of dehydrated onion powder, ribbled onions dehydrated to 5 or 6% moisture, granulated dehydrated garlic, potato starch for thickener in foods. Lee McKeand & Son Pty. Ltd., 55 Commercial Rd., South Yarra, Vic. WTD 3/3/62. I.R. 373.

Interested in getting supply of powdered ingredients, adaptable for use in vending machines such as instant powdered milk, tea, soups, chocolate. Machine Made Sales Pty. Ltd., 97 Union St., North Sydney, N.S.W. I.R. 201.★

Interested in importing into Australia all types of pulses such as dried beans, including lentils, red beans, cannchini, barlotti, black-eye, lima, all in bulk. Also long grain rice polished; orders would probably be in quantities of 20 tons or more at a time 4 times a year. Want 75% in No. 1 retail final pkgs, balance in bulk. Also need supplier for cashew nuts, hazelnuts, almonds in bulk. Terra Pty. Ltd., 42 Elizabeth St., Melbourne, Vic. I.R. 312.

Importers of curry powder looking for companion food lines to distribute. Fisher Swan Pty. Ltd., 365 Elizabeth St., Melbourne. I.R. 330.

SWEDEN—Castor oil; direct and agency. AB Sverup (wholesaler, agent), Box 3056, Göteborg 3.

SWITZERLAND—Sweet almond oil in large quantities. Henri Chausse S.A. importer, exporter, 4 rue des Deux-Marches, Vevey, Canton de Vaud.

220 Textile Mill Products

See also SPECIAL TRADE LEADS on page 34.

ALGERIA—Large quantities of used clothing to be washed, cut into various lengths, resold as industrial rags; need about 100 tons urgently; requests replies in French. Ralph Munoz, 8, rue Moliere, Oran.

PHILIPPINES—Upholstery materials. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas Street, P.O. Box 257, Manila.

221 Broad Woven Fabric Mills, Cotton

SPAIN—Wiping fabrics for own use. Angel Aguirrezabal (importer, manufacturer), P.O. Box 62, Barrio San Juan, Vergara, Guipuzcoa. WTD 3/26/64.

VENEZUELA—Cotton broad woven fabrics; importer, distributor requests replies in Spanish. Krikor Gazarian e Hijos, C.A., Aptdo. 4994 del Este, Caracas, Ave. Abraham Lincoln, Edificio Bolivar, Local C., Caracas. WTD 3/16/64.

Cotton/rayon mixture fabrics; importer, distributor requests replies in Spanish. Krikor Gazarian e Hijos, C.A., Apartado 4994 del Este, Caracas, Avenida Abraham Lincoln, Edificio Bolivar, Local C, Caracas. WTD 3/16/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Fabric suitable for lounge suite upholstery. Require A grades, seconds, discontinued designs, factory rejects, imperfects any lengths. Samples and prices required. For job lots of rejects and imperfects inspection would take place at U.S. factory before purchase. F.O.B. quotations. Lance R. Le Cornu, Le Cornu Furniture Centre. 66-96 O'Connell St., North Adelaide, South Australia. WTD 3/20/64.

★★ AUSTRALIA—Trade Mission

Textile manufacturer interested in establishing contact with U.S. weaver of worsted blends for mens'-ladies' suiting 8/10 oz. for exchange of patterns and new blend ideas on royalty basis. David Coombe Pty. Ltd., 67 Church St., Lidcombe, N.S.W. I.R. 216.

VENEZUELA—All kind of nylon fabric; requests replies in Spanish. Krikor Gazarian e Hijos, C.A. Apartado 4994 del Este, Caracas, Ave. Abraham Lincoln, Edificio Bolivar, Local C, Caracas. WTD 3/16/64.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office addresses and telephone numbers will be found on this page.

CANADA—Woolen, cotton, synthetic piece goods for ladies', men's clothing. Agency. TT-171.

GREECE — Frozen poultry, parts; canned meat; canned squid, California type; canned fish. Requests replies from packers only with c.i.f. price quotations Piraeus. Agency. Exclusive representation. TT-172.

IRAQ—Civil and military aircraft. Agency. TT-173.

NEW ZEALAND—Flour milling machinery which incorporates latest technical advances. Direct purchase. TT-174.

NORWAY—Numerically controlled horizontal milling and facing machines. Direct purchase and agency. TT-175.

Household dishwashers. Requests replies from manufacturers only. Direct purchase. TT-176.

Devices for fitting on automotive vehicles for purification of exhaust fumes to prevent pollution of air in cities. Requests replies from manufacturers only. Direct purchase and exclusive agency. TT-177.

PAKISTAN—Electrical (silicon) steel sheets, insulated (suitable for manufacture of fans) on both sides, max. coreless 1.55 watts at 10,000 gausses, 50 cycles, size 96"x36"x26BG (.0185") thick; m.s. strips, cold rolled, with slit/mill edges according to American standard specifications No. ASTM-A-100-59T as per following: 6.1875", 7.1875", 8,1875", thickness 26BG (.0185") in all cases; machine cast foundry grade pig iron according to American standard specifications: carbon 3.0/4.0%; silicon 3.0/3.25%; manganese 0.5/1.0%; phosphorus 0.6/1.0%; sulphur 0.05% maximum. Direct purchase. TT-178.

Squirrel cage and inductor motors 25 and above h.p. Direct purchase. TT-179.

Air conditioners 1, 1½, 2, 5, 15 tons; refrigerators, deep freeze, vacuum cleaners, water heaters, irons, toasters, cooking ranges, kettles, percolators, water coolers. Direct purchase. TT-180.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg. 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave., Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

223 Broad Woven Fabric Mills, Wool

AUSTRALIA—Fabric (including nylon, Vynex) suitable for lounge suite, upholstery. Require A grades, seconds, discontinued designs, factory rejects, imperfects, any lengths. Samples and prices required. For job lots of rejects and imperfects inspection would take place at U.S. factory before purchase. F.o.b. quotations. Lance R. Le Cornu, Le Cornu Furniture Centre, 66-96 O'Connell St., North Adelaide, South Australia. WTD 3/20/64.

VENEZUELA—All kind of woolen fabric; importer distributor requests replies in Spanish. Krikor Gazarian e Hijos, C.A., Apartado 4994 del Este, Caracas, Ave. Abraham Lincoln, Edificio Bolivar, Local C, Caracas. WTD 3/16/64.

224 Narrow Fabrics, Other Smallwares Mills

★★ AUSTRALIA—Trade Mission

Looking for agency of U.S. manufacturer of embossed cottons and printed nylons 5x48" mainly for bedspread and quilting trade, also mens' cotton shirtings. Eggerton & Co., 8 Reiby St., Sydney, N.S.W. I.R. 219. NCIA.

Material for ladies' suits, cotton or rayon with surface interest, washability not essential, for casual and sportswear, popular price. David Nankin Mfg. Co. Pty. Ltd., 274 Brunswick St., Fitzroy, Vic. I.R. 350.

Looking for agency for synthetic tops and yarns: new acrilics, spun fibers. William C. Kacjson & Co., 134 Flinders St., Melbourne, Vic. I.R. 396.

GERMANY—Cotton, rayon lacing for ladies' underwear, corsets, especially rashell and clip lacing. Direct purchase and agency. Gustav F. W. Lange (importer, sales agent), Kornkamp 2, Ahrensburg/Schleswig-Holstein.

225 Knitting Mills

NORWAY—Knitwear for: ladies, girls, men, boys. Direct purchase and agency. Olav Thon (importing wholesaler, manufacturers' agent), 36 Kirkegaten, Oslo. WTD 1/30/64.

227 Floor Covering Mills, Products

GERMANY—Carpet rolls, wool and nylon, all widths, for wall to wall carpeting; replies from U.S. manufacturers only; price quotations cif European ports, wholesaler requests replies in German. Regent-Teppich, Hinnenberg KG, 33-35 Kaiserstrasse, 43 Essen. WTD 3/4/64.

228 Yarn, Thread Mills, Products

ISRAEL—All kinds of synthetic fibers, yarns, especially nylon filament yarn, nylon stretch yarn, sparkling nylon, other effect fibers, yarns; requests prompt offers with samples, price lists. Direct purchase and agency. M. Kimelman, Import Agencies (manufacturer's agent, importer), P.O. Box 9048, Tel Aviv. WTD 9/23/63.

■ **TURKEY**—Nylon yarn 70/20/0-70/17/0 deniers, $15,680. IL No. 002961. Yakoub Mocha, Topkapi Gumussuyu Cad. n. 18/A, Istanbul.

■ Nylon yarn 70/20/0-70/17/0, $10,800. IL No. 002981; same, $12,900, IL No. 002978; same, $8,800, approx., IL No. 002973; same, $13,700, IL No. 002983; same, $9,000, IL No. 002982; same, $10.800, IL No. 002984; same, $12,800, IL No. 002971; same, $8,100. IL No. 002972. Sara Mouchaogli, Istanbul, Yesildirek, Hocahan Sok. 4, Istanbul.

■ Stretch nylon yarn, den. 60/2, 70/2, natural fil. 20; nylon yarn 70/0 and/or 60/0, fil. 20, $14,850. IL No. 2990. Isak Baruh, Mahmutpasa Benciler Sokak, Ugurlu Han No. 301/309, Istanbul.

■ Nylon yarn, 70 den. 34 fil. 00 turns, about 9,000 lb., IL No. 2963. Akin Terksil Fabrikasi, Pustu ve Haydar Akin ve Ort. Kol. Sti. Sultanhamam, Hacopulo, Han 4, Istanbul.

■ Nylon stretch yarn 70/2 den., natural, dyed, $9,100. IL No. 002939. Yusuf Azmi Ataman Buyuk Milas han n. 216, Cemal Nadir Sokak, Istanbul.

■ 60-70 den. nylon yarns, twisted, untwisted; 60/2-70/2 den. nylon yarns, stretch, $22,700 approx. IL No. 2936; 60-70 den. nylon yarns, twisted, untwisted; 60/2-70/2 den. nylon yarns, stretch, $16,900, approx., IL No. 2942; 60-70 den. nylon yarns, twisted, untwisted, 60/2-70/2 den. nylon stretch yarns, $35,300, IL No. 2943; same, $27,200, IL No. 2945; same, $25,200, IL No. 2950; same, $16,200 approx., IL No. 2951. Jermi Sadaka, Financilar Cikmzai Ak Han No. 2, Istanbul.

■ Nylon stretch yarn, 70/2 den. natural, dyed, $7,000, approx., IL No. 002955. Bor Corap Fabrikasi Cemal ve Cavit Bor Kol. Sti., Istanbul, Fatih, Aksemseddin Cad. 40, Istanbul.

■ Nylon stretch yarn 70/2 den. dyed, approx. $6,000. IL No. 002958. Zeynelabidin Ark Halefleri Fethi Ark ve Ortaklari Adi Komandit Sirketi, Istanbul, Sultahamam, Kaputcular Cad. 12, Istanbul.

■ Nylon yarn 70/34/0 den., approx. $13,300. IL No. 002938. Nur Adi Komandit Sirketi Moiz, Molinas ve Ortaklari, Istanbul, Sultanhamam, Soybaslar han Istanbul.

■ Rayon yarns, 60-150 deniers, approx. 36,700 kg., IL No. 2968. Elia Kapuano ve Mahdumu Koll. Sti. Fincancilar Caddesi No. 8, Istanbul.

■ Natural and dyed nylon yarn, 60/2, approx. $19,900, IL No. 2969; same, $23,650, IL No. 2977; same, $25,000, IL No. 2975, 2976;

Ayaz Bayburi, Yesildirek Hocahan Sok, No. 6, Istanbul.

■ Nylon stretch yarn, 70/2 den., natural, dyed, $9,400, IL No. 002979. Sadol Kollektif Sirketi, Hayri-Fahri ve Nevzad Sad, Mahmutpasa, Hamam Sokak Inci han kat 2 n. 20, Istanbul.

■ Synthetic yarns, bright, dull, or semi-dull, standard/substandard or first quality, 30, 40, 50, 60, 70, 100 den. on cones; B. viscose, acetate, or bemberg yarns, bright, dull, standard, sub or first quality, 60, 75, 100, 120, 150, 200, 300 den., colored, uncolored, on cones, $5,300. IL No. 002954; synthetic yarns, bright, dull or semi-dull, standard, sub or first quality, 30, 40, 50, 60, 70, 100 den. on cones; B. viscose, acetate or bemberg yarns, bright or dull finish, standard, sub or first quality, 60, 75, 100, 150, 200, 300 den., colored, uncolored, on cones, $6,850. IL No. 002957; same, $5,000, IL No. 002964; synthetic yarns, same, $6,000, IL No. 002967; same, $7,100, IL No. 002966. Yasef Benezram Cakmakcilar sunbullu han No. 16, Istanbul.

■ 60 den., 13, 18, 20 filament nylon yarns, natural, semi-dull, untwisted on cones or cops, first or substandard quality; 70 den., 17 fil., nylon yarns, same; 60 den. 20 fil., nylon stretch yarns, natural, on cones, first quality, 70 den., same; 60 den. 13 or 18 fil., 300 or 450 TPM, natural on cones or cops, first or sub-standard quality, $25,200. IL No. 002970. Moiz Kohen, Mahmutpasa Irfaniye Carsisi Manastir, Han No. 4, Istanbul.

■ Nylon yarn 60/70 den. 20 fil., type 288, 100 den. 34 fil. type 288, unthrown, $43,000. IL No. 002953. Zetip Seytinburnu Iplik Fabrikasi AS. Seytinburnu, Demirhane Cadd. 219, Istanbul.

■ 60-100 den. nylon yarns, $21,150. Goods may be delivered in several lots, with transshipment. IL No. 2949. Abdurrahman Sarpkan, Ipek Han 16, Bursa.

■ 60-100 den. nylon yarns. May be delivered in several lots, with transshipment, $6,000. IL No. 2965. Mondial Ticaret Koll., Sti. Y. Ziya Onen-Onal Sarpkan, Ipek Han 16, Bursa.

All for PA No. 277-000-456-4202. U.S. source. Quotation date May 12. SBC-197.

229 Textile Goods

AUSTRALIA—Disposable cleaning cloth. E. C. Lather, Postmaster-General's Dept., G.P.O., Brisbane, B.I., Queensland.

★★ AUSTRALIA—Trade Mission

Agents for textile machinery interested in representing spinner of slub, fancy yarns, nylon 6. C. Huppert & Co., Melbourne. I.R. 324.

Interested in obtaining agency for cotton shirtings, printed cottons for furnishing trade, woven plain cottons and synthetics for underwear trade. L. A. Schlesinger Imports Ltd., 323 Bourke St., Melbourne. I.R. 349.

Interested in representing U.S. firm in synthetics, cottons for ladies' fashions. H. Lamm, 15 Hefernan Lane, Melbourne, Vic. I.R. 279.

Looking for agency of U.S. manufacturer of raschel, lever laces, all prices. Also manufacturers of ladies' underwear fabrics, men's shirtings, cotton, cottonblends. Eric J. Herrnstadt, 41 Spring St., Melbourne. WTD 11/8/63. I.R. 270.

Furnishing fabrics, also ladies' clothing, preferably cottons; also for nylon-pile fabrics, imitation furs. P. R. Pratt & Co., 232 Flinders Lane, Melbourne. I.R. 259.

Specialty yarns (slubs, etc.) Frank Lee & Co. Pty. Ltd., 116 Bouverie St., Carlton, Vic. I.R. 365.

FRANCE—Fabrics for filtering, wrapping, floor covering, tarpaulins, tents; importing wholesaler and manufacturer requests offers with price quotations for direct purchase and agency. Anciens Etablissements Montbel, 53 Rue de Rome, Paris (8e). WTD 3/4/64.

GERMANY—Porous artificial leather for shoe uppers; direct purchase and/or agency. Price quotations cif Hamburg; requests replies in German. Wifa Handelsgesellschaft mbH, 50 Essener Strasse, 433 Muelheim/Ruhr. WTD 3/20/64.

232 Men's, Youths', Boys' Furnishing

AUSTRALIA—Men's neckties, good styles and fabrics only. Mrs. C. M. Chisholm, Amanda Land Co., Australia, Pty. Ltd. (importer, wholesaler), Perry House, Elizabeth St., Brisbane, Queensland. WTD 3/18/64.

GERMANY—Sport clothing, men's, women's, youths'; winter and summer. Replies from manufacturers only; cif Rotterdam; wholesaler, importer, exporter, requests replies in German. Rucanor GmbH., Biberstrasse 1, 5 Koeln. WTD 3/20/64.

233 Women's, Misses', Juniors' Outerwear

AUSTRALIA—Women's, girl's dresses, sports clothes. Interested in "name designers." Mrs. C. M. Chisholm, Amanda Land Co. of Australia Pty. Ltd. (wholesaler), Perry House, Elizabeth St. Brisbane, Queensland.

235 Hats, Caps, Millinery

GERMANY—Ladies' and children's hats, caps, made of felt, cloth, fur, fur imitations; manufacturer's representative requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase and agency representation. O. H. Gunther Tennhard, 8 Am Roland, 4033 Hoesel bei Duesseldorf. WTD 3/31/64.

242 Sawmills, Planing Mills

ARGENTINA—Pitch pine wood, Douglas fir, Ponderosa pine boards and beams. Direct purchase and agency; importer, wholesaler requests replies in Spanish. Fermin del Valle, Avda. Pte. Roque Saenz Peña 730, Buenos Aires.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

GERMANY—Timbers; pitch pine, Oregon pine, Parana pine and redpine, square edged and dry, 2"-2½"-3"; Carolina pine, yellow pine, unedged and dry, 1"-2"-2½"-3"; redwood, square-edged and dry, 1"-2"-2½"-3"; Replies from manufacturers only; cif European ports; wholesaler, importer requests replies in German. Anton Deventer, 5778 Meschede/Ruhr, Postfach 52. WTD 3/20/64.

249 Wood Products

NETHERLANDS—Frames, picture, similar accessories for sale to photographers' shops. M.M. v.d. Stam (importer, exporter, wholesaler, sales agent), 126 Bekkerstraat, Utrecht.

260 Paper Products

★★ AUSTRALIA—Trade Mission

Interested in buying high-grade, fancy stationery. Spicer's Ltd., 377 Lonsdale St., Melbourne, Vic. I.R. 397.

262 Paper Mills

NETHERLANDS—Bookbinding linen, paper (suitable for making book covers), other material used in bookbinding trade. Direct purchase and/or agency. Requests replies from manufacturers only. N. V. Lema (importer, wholesaler), Grafische Afdeling, 287 Grotestraat, Waalwijk.

SOUTH AFRICA—Gift wrapping paper, suitable for Christmas and general use. Direct purchase and agency. Henwoods Ltd. (importer, wholesaler, retailer), 336 West St., (P.O. Box 3), Durban, Natal. WTD 8/3/62.

264 Converted Paper, Paperboard Products

TRINIDAD—All types of boxed stationery, envelopes, paper; social wedding announcements. Direct purchase and agency; requests replies from manufacturers only. Standard Distributors Ltd. (importer, wholesaler, manufacturer's agent), 39/41 and 46 Henry St., P.O. Box 343, Port of Spain. WTD 9/19/62.

273 Books

ENGLAND—Books on shipping, maritime law, banking, economics. Barker & Howard Ltd. (manufacturer, exporter, importer, sales agent), 79 Fenchurch St., London, E.C. 3. WTD 3/12/64.

275 Commercial Printing

NEW ZEALAND—Christmas motif letterheads. Direct purchase and agency. J. M. Kennedy & Co. Ltd. (importer, wholesaler, retailer, manufacturer), P.O. Box 401, Auckland. WTD 3/11/63.

281 Industrial Chemicals

AUSTRALIA—Synthetic, organic dyes for treating leather. Donald Dixon Pty. Ltd., 264-284 Flemming Rd. (manufacturer), Hemmant, Brisbane, Queensland. WTD 8/8/61.

■ **INDIA**— Caustic soda, solid, technical, to specifications, sodium hydroxide content percent by weight on dry basis, min. 96.0; sodium carbonate, on dry basis max 2.5%; total chlorides and sulphates, max. 2.5%; matter insoluble in water, by weight max 0.2%, 12,000 to 15,000 tons. Samples to be provided. Price on fas port of exit; fob (stowed), port of exit; c&f, cif Indian ports. Immediate delivery in 2 or 3 lots after signing contract and opening letter of credit. Ref. No. 62(2)/64-082/Aid.I. IL No. G/ST/2375349/C/DL/18/C/H/17-18. Loan No. 386-H-082. U.S. source. Quotation date May 4. The State Trading Corp. of India, Ltd., Express Bldg., Mathura Rd., Post Box No. 79, New Delhi 1. Cable: ESTICI, New Delhi. SBC-204.

■ Coal tar dyes: various color acids, basics, reactives, directs, mordants, in kgs. cif or c&f Pusan, U.S. flag vessels. Ref. No. FFO-SAI-4-143. PA No. 489-901-456-4202. Limited worldwide (901). Quotation date May 5. The Korean Worsted Spinners & Weavers Association, 74 Sokong-dong, Chung-ku, Seoul. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-204.★

■ Soda ash, dense 99.7% min. Na2CO3. Delivery c&f Inchon/Pusan. Must show fob price, shipment 100% U.S. flag vessel. Ref. No. FFO-SAI-4-146. Quotation date May 6. Hankuk Glass Ind. Co., Ltd., 5 Namchang-Dong, Choong-Ku, Seoul.

■ Soda ash, light/dense 99% up, 100 m.t. FFO-SAI-4-154. Quotation date May 7. Kyung In Chemical Co., 103, Soremyeon, Bechan-Goon, Kyung-Ki-Do. Packed in paper bags or in bulk, delivery c&f/cif Pusan/Inchon by all U.S. flag vessels.

■ Caustic soda, solid 98% up NaOH, 148 m.t. Ref. No. FFO-SAI-4-152. Soda ash, light min. 99% up Na2CO3, 220 m.t. FFO-SAI-4-153. Quotation date May 7. Quotations must show fob price, c&f, cif price, all U.S. flag vessel. Korea Tungsten Mining Co., Ltd., 10 1-Ka, Myung-Dong, Chung-Ku, Seoul. Cable: Kotungsten, Seoul.

All for PA No. 489-901-456-4202. Limited worldwide (901). Interested suppliers should immediately communicate with buyers. Copies of all offers should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-207.

■ Titanium dioxide, anatase 97% up, Rutile, or equivalent products, 405 m.t. Delivery c&f and/or cif Pusan/Inchon by U.S. flag vessel. Korea Plastic Productive Co-operation, No. 289, Kwanchul-Dong, Seoul. Ref. No. FFO-SAI-4-148.

■ Titanium dioxide, anatase 98% up, Horse Head brand, or equal; same, rutile type R-760, or equal; c&f Pusan or cif Pusan or fob U.S. ports, by U.S. flag commercial vessel. Hankuk Stationary Industry Cooperative, 72-9, 2nd St., Duo-Dong, Chung-Ku, Seoul. FFO-SAI-4-147.

Both for PA No. 489-356-3212. Limited worldwide (901). Quotation date May 6. Interested suppliers should immediately communicate with buyers, if additional information is needed. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-207.

NETHERLANDS—Magnesium oxide, liquid or powder form for injection into boilers to neutralize sulphuric acid. Requests replies from manufacturers only. Climatica, C.V. (importer), 49c Zomerstraat, Tilburg.

PORTUGAL—Manganese dioxide for manufacture of batteries. Acumuladores Autosil, S.A.R.L. (importer, manufacturer), 26-B, 26-C, Ave. 24 de Julho, Lisbon 2. WTD 3/10/64.

SWEDEN—Phenol; sodium benzoate; maleic anhydride; direct and agency. AB Sverup (wholesaler, agent); Box 3056, Göteborg 3.

SWITZERLAND—Industrial chemical products, special lubricants, chemical products for building trade. Adolf Schmids Erben A.G., (manufacturer, agent, wholesaler), 17 Effingerstrasse, Bern. WTD 4/3/64.

■ **TURKEY**—Caustic soda, solid 98/99%, $23,750, fob, IL Nos. 912, 939. Ilyaho Anter, Tahtakale Menase Han No. 51, Istanbul, Cable: Anboz, Istanbul.

■ Caustic soda, solid, 98/99%, $9,100, fob. IL No. 913. Nesim Anter, Tahtakale Menase Han No. 51, Istanbul, Cable: Anboz.

■ Caustic soda, solid 96/98%, $6,250, IL No. 908. Sabuncu Zade M. Sakir ve Mahdumu Muessesati, Ticaret ve Sinai T.A.S., Eminonu, Zindankapi 43, Istanbul. Cable: Sabunsakir, Istanbul.

■ Caustic soda, 98% solid, $10,000, IL No. 907. Sukru Alemdar ve Yegenleri Alemdarlar Kolletif Sirketi, Istiklal Caddesi No. 86, Gemlik. Cable: Alemdarlar, Gemlik.

■ Solid caustic soda, min. 98%, approx. $20,500. IL No. 909, 910. Mustafa Humanizli ve Oglu Kollektif Sirketi, Kurkcu Han No. 13, Gaziantep. Cable: Mustafa Humanizli.

■ Caustic soda, solid, 98%, approx. $6,900. IL No. 922. Recep Halit Kademoglu ve Ogullari Kol. Sti. Eminonu Yag Iskelesi, Yogurtcu Sok, No. 4, Istanbul.

■ Caustic soda, solid, 98%, $8,600. IL No. 925. Kartaltepe Mensucat Fabrikasi, T.A.S., Fincancilar Emniyet han 40/41, Istanbul.

■ Caustic soda, solid 98/99%, $8,600. Necmi Komili, Kutlu Han 2/6 Bahcekapi, Istanbul. IL No. 911.

All for PA No. 277-000-456-4205. U.S. source. Quotation date May 12. SBC-197.

282 Synthetic Materials

PORTUGAL—Polyvinyl chloride labels to be used on storage batteries. Acumuladores Autosil, S.A.R.L. (importer, manufacturer), 26-B, 26-C, Ave. 24 de Julho, Lisbon 2. WTD 3/10/64.

SWEDEN—Polyether, polyester foams, blocks and sheets. Direct purchase and agency. J. von Hauswolff AB (agent), Joh. Banersgatan 12, Hälsingborg.

VENEZUELA—Acrilan, acetate fabrics; importer, distributor requests replies in Spanish. Krikor Gazarian e Hijos, C.A., Aptdo. 4994 del Este, Caracas, Ave. Abraham Lincoln, Edificio Bolivar, Local C., Caracas. WTD 3/16/64.

■ **VIET-NAM**—Raw materials for plastics, PVC compound for insulated wire coating, 66,000 lb., assorted colors. To Hop Thanh My, 444-446 Hai Ba Trung, Saigon. Quotation date May 6.

■ Polyamide resins for extrusion of monofilament for fishing lines and nets, standard grades, 10 m.t.; polamide resins for the extrusion of film and monofilament, 2 m.t.; PVC compound for extrusion of raincoat type vinyl film, assorted colors, 50 m.t.; tenite polyethylene natural for pipe and film extrusion, 100 m.t. Quotation date May 4. Vietnam Industrial Corp., 57 Le Quoc Hung Saigon.

Both are limited worldwide (901); c&f basis only; fob and freights costs indicated separately. Freight 100% U.S. flag vessel. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-206.

283 Drugs

GERMANY—All pharmaceutical preparations for veterinary uses. Replies from manufacturers only; cif European ports. Forschungs- u. Arzneimittelgesellschaft fuer Tierbetreuung mbH. "Forga," Heesen/Hamm. WTD 3/24/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FINLAND—Wishes price quotations from U.S. manufacturers of chamois, other polishing cloths interested in selling to Finnish market. If product proves acceptable locally, firm would like an opportunity to act as manufacturers' exclusive sales agency. Georges Koullias, Import-Export Agencies, Konalantie 16, Pitäjänmäki, Helsinki.

GIBRALTAR—Newest lines of perfumes, cosmetics. Star of India (importer, retailer, wholesaler), 108 Main St., Tangier.

■ **PAKISTAN**—Dihydrostreptomycin sulph, various penicillins; multivitamin drops; dihycon, fortelac; fumex; lebelcon; methiocon, various quantities, packaging. S/A No. 431-205. Quotation date May 5. Hakimsons Ltd., A/56, S.I.T.E., P.O. Box No. 4789, Karachi 2. To be financed by loan not yet authorized. U.S. source. SBC-206.★

■ **VIET-NAM**—Heptaminol hydrochloride, 50 kgs.; theophylline ethanoate of piperazine, 500 kgs.; chestnut alcoholate, 500 lit.; sorbitol powder, 1,000 kgs; calcium glucoheptonate, 2,000 kgs.; phenylsemicarbazide, 500 kgs.; campho-sulfonate of sparteine, 100 kgs. Quotation date May 6. Subject to AID Pharmaceutical requirements. Cong Hoa Duoc Cuoc, 120-126 Hai Ba Trung, Saigon. Limited worldwide (901); c&f basis only; fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer made to be sent to Director General of Commerce, 50 Gia Long, Saigon. SBC-206.

285 Paints, Varnishes, Enamels, Lacquers

VENEZUELA—Anti-rust undercoating for iron, steel. Direct purchase and agency. Federico Uribe Restrepo, Aptdo. 1704, Caracas, Edificio Altagracia, Oficina, 39, Altagracia a Cuartel Viejo, Caracas.

289 Chemical Products

LEBANON—Vegetable glues, adhesives, pastes. Imports on an exclusive agency basis. Replies desired from manufacturers only, with price quotations and terms. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

NETHERLANDS—Glues, especially synthetic, equipment used in this connection. Requests replies from manufacturers only. N.V. Industrie & Handelsonderneming Hamebo (manufacturer, importer), 1-3 Industrieweg Noord, Amerongen.

291 Petroleum Refining

● **GREECE**—Lubricating oils, for use of Greek General Naval Staff, 100 m.t. NS 2190 PEP, 350 m.t. NS 9250, about $100,000.00. Tender No. B/186/64, bid deadline May 28. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St. (16 Aghiou Const.), Athens.★ (Telephone 202-WO 7-2421).

299 Products of Petroleum, Coal

■ **PAKISTAN**—Lubricating oils: high V.I. Minm. 85/95; medium V.I. Minm. 45/55; grades 20, 30, 40, 50, 60; suitable for automotive uses, diesel and marine engines, general lubrication; approx. $5,250. Pale oils, for automotive and general lubrications; approx. $1,000. Lubricating greases: cup grease No. 4, hard and medium, yellow; petroleum jelly, U.S.P. extra, amber; approx. $3,150. Cylinder oil 250; approx. $1,000. In A-1 reconditioned drums of 45 I.G. for lubricating and cylinder oils, 380/400 lb. for greases, petroleum jelly. Prices per I.G. for oils, per lb. for petroleum jelly and greases, c&f Chittagong; samples to be furnished. U.S. flag vessel if available. S/A No. 298046. U.S. source. Quotation date May 10. To be financed by loan not yet authorized. Standard Trading Agency, 110/A Tamiz Market, Nandankanan, Chittagong. SBC-205.

301 Tires, Tubes

● **CEYLON**—Tires 46,020, inner tubes 23,960, flaps 41,558, truck and bus sizes. Tender No. S/GT.374/64, bid deadline May 27. The Chairman, Tender Board, Ceylon Transport Board, 200 Kiruta Rd., Colombo.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

LEBANON—Rubber coated shoe fabrics; rubber shoe heels; rubber shoe soles. Imports on an exclusive agency basis. Replies desired from manufacturers only, with price quotations and terms. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

PORTUGAL—Battery plate separators for manufacture of batteries. Acumuladores Autosil, S.A.R.L. (importer, manufacturer), 26-B, 26-C, Ave. 24 de Julho, Lisbon 2. WTD 3/10/64.

● **TURKEY**—Conveyor belt, 550 meters, 24 and 36" widths. Tender No. 40-MB/1098, bid deadline May 15. Etibank General Management, Sihniye, Ankara.★ (Telephone: 202-WO 7-3381).

307 Plastic Products

AUSTRALIA—Laminated plastics, suitable for table tops, furniture manufacturing. Require A grades, seconds, discontinued designs, factory rejects, imperfects; sizes 10'x3', 8'x4', 5'x3', 4'x2'6"; samples and prices required. For job lots of rejects and imperfects inspection would take place at U.S. factory before purchase. Fob quotations. Lance R. Le Cornu, Le Cornu Furniture Centre (manufacturer, retailer), 66-96 O'Connell St., North Adelaide, South Australia. WTD 3/20/64.

★★ AUSTRALIA—Trade Mission

Textile agents and importers of mats and matting interested in buying acrilic or plastic matting 27" and 36" and doormats sizes 0 to 9. Clifton H. Joseph & Sons Pty. Ltd.. 89 Flinders Lane, Melbourne. WTD 10/31/62. I.R. 325.

Wants source of supply for vinyl tile. Hubert Stokes & Co., 32 Whiting St., Artarmon, Sydney, N.S.W. WTD 12/8/54. I.R. 205-A.

NETHERLANDS—Artificial materials for manufacture of bags, cases, portfolio, with all kinds of accessories (metal or plastic). Direct purchase and/or agency. Requests replies from manufacturers only. J. Wildeman & Co., C.V. (importer, agent), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

Plastic: cosmetic baskets; powdering gowns. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenlaan, Wassenaar.

SWEDEN—Middle, low-priced plastic household goods, plastic foil; plastic coated fabrics. Hälsingborgs Färg & Kemikalie AB (wholesaler), Järnvägsgatan 33-35, Hälsingborg.

310 Leather Products

SOUTH AFRICA—Leather gift items such as wallets, cigarette cases. Direct purchase and agency. Henwoods Ltd. (importer, wholesaler, retailer), 336 West St. (P.O. Box 3), Durban, Natal. WTD 8/3/62.

311 Leather Tanning, Finishing

GERMANY—Upper leather for shoes; direct purchase and/or agency. Price quotations cif Hamburg; importer, wholesaler, sales agent requests replies in German. Wifa Handelsgesellschaft mbH.. 50 Essener Strasse, 433 Muelheim/Ruhr. WTD 3/20/64.

314 Footwear

NIGERIA—Dress shoes for women, children. Direct purchase and agency. C. T. Onyekwelu & Co. Ltd. (importer), 13 Bright St., P.O. Box 60, Onitsha. WTD 2/26/64.

316 Luggage

NETHERLANDS—Travel bags, suitcases, cabin trunks, other articles in this line. Direct purchase and/or agency. Requests replies from manufacturers only. Handelsonderneming P.J. Elberse (importer, exporter, agent), 51 Vosseveldlaan, Soest.

SOUTH AFRICA—Suitcases, hatboxes, soft luggage, brief cases, in leather, synthetic materials. Direct purchase and agency. Henwoods Ltd. (importer, wholesaler, retailer), 336 West St. (P.O. Box 3), Durban, Natal. WTD 8/3/62.

317 Handbags, Personal Leather Goods

NIGERIA—Leather, non-leather handbags for women; dressing cases, wallets. Direct purchase and agency. C. T. Onyekwelu & Co. Ltd. (importer), 13 Bright St., P.O. Box 60, Onitsha. WTD 2/26/64.

PHILIPPINES—Personal leather goods. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., P.O. Box 257, Manila.

322 Glass, Glassware

VENEZUELA—Machine made, handmade blown, handmade pressed, novelty, ornamental, decorative glassware; importer, distributor requests replies in Spanish. Direct purchase and agency. Distribuidora Bravo, C.A., Quinta Alas, Calle Nicaragua, Las Acacias, Caracas. WTD 3/16/64.

323 Glass Products

VENEZUELA—Decorated glassware; importer, distributor requests replies in Spanish. Distribuidora Bravo, C.A., Quinta Alas. Calle Nicaragua, Las Acacias, Caracas. WTD 3/16/64.

326 Pottery

NETHERLANDS—Earthenware, other articles which fall in household earthenware sector. Direct purchase, exclusive representation. Requests replies from manufacturers only. Wolking's Kunstnijverheids Ateliers v/h Joh. J. Krop (importer), 61 Herengracht, Amsterdam.

VENEZUELA—Porcelain kitchenware for domestic use; decorated, undecorated china tableware for domestic use; importer, distributor requests replies in Spanish. Distribuidora Bravo, C.A., Quinta Alas, Calle Nicaragua, Las Acacias, Caracas. WTD 3/16/64.

327 Concrete, Gypsum, Plaster Products

■ **KOREA**—Fire bricks, 13½x4½x2½", SK-42, Kaiser L-40 refractory, 3,000 pc.; 9"x4½"x2½", SK-42, Kaiser PD refractory, 3.200 pcs.; steelclad 60 tab, 13½"x4½"x2½", SK-42, 3,000 pcs.; Peratex 13½x4½x2½; 8,000 pcs.; Ritex 40, 13½x4½x2½", SK-42, Peratex mortar, or equal, 2,000 lb.; all, or equal, c&f Inchon, U.S. flag vessel. Ref. No. FFO-SAI-4-150. Quotation date May 7. Korea Steel Makers' Association, 116, 1-Ka Bongrae Dong, Chung-Ku, Seoul. Cable quotations acceptable. PA No. 489-901-456-4202. Limited worldwide (901). Interested suppliers should communicate with buyer immediately. Copy of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-207.

331 Steel Mill Products

See also SPECIAL TRADE LEADS on page 34.

GERMANY—Transformer sheets, cold rolled; price quotations cif European ports; manufacturer requests replies in German. Dominitwerke GmbH., 5798 Hoppecke Kr. Brilon. WTD 3/25/64.

■ **GREECE**—Steel plates, sectional iron, such as, joists, channels, plates, rounds, strips, bars, flats, squares, construction steel and sheets, all in various quantities. Ref. No. 90. Public Power Corp., 30 Chalkokokdyli St., Athens 102. Cable: DEH, Athens. Bid deadline May 15. Loan No. 240-H-028. U.S. source. Bids are solicited on a worldwide basis. If selected offer is from the U.S., it is expected that purchases will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

● **IRAN**—Hoop iron, 25 mm. x 2 mm., 30 tons. Tender No. 42/1059, bid deadline June 22. Iran State Railways, Tehran.

■ **INDIA**—Supply of cold reduced electrolytic tinplates, 168 lb. substance, 0.25 lb. tin coating, 112 sheets per basis box, manufactured from fully aluminum killed, deep drawing flat mild steel sheets, to ASTM A-365-58T, non-aging type, close annealed, C. 0.10% max., mn. 0.50%, ph., 0.04%, Su. 0.05% max., hardness not to exceed Rockwell B-55, coated with tin to ASTM B-339-59T, Grade A, suitable for lithographed drum lids, size 33½x25½"x26 BG nominal, 513 lb. per box of 112 sheets, 168 lb. basis.

Submit alternative quotations for supply of tinplate in coils, to same specification, $8,370, cif Bombay. To certain conditions, including GSA Defense Materials Services procedure. Ref. No. DC/082/BDL/461. IL No. P/AU/000910/R/DL/18/S/B/18/50/70. Loan No. 386-H-082. U.S. source. Quotation date May 6. Burmah-Shell Refineries, Ltd., P.O. Box No. 1725, Bombay 1, BR. SBC-207.

LEBANON—Shoe tacks. Imports on an exclusive agency basis. Replies desired from manufacturers only, with price quotations and terms. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

■ **PAKISTAN**—G.c. steel sheets, prime, 1.25 oz. zinc coating per sq. ft., 10/3" corrugations, ⅝" deep, 32" wide, packed in hand bundles of 150/200 lb., to ASTM-A-361-59T, BG 26x6, 7, 8, 9, 10', $4,200; g.p. steel sheets, prime, 1.25 coating, to same specn., GSG 31x3x6', $4,200; m.s. plates, hot roller, prime. mill edge, carbon 0.33%, max., size 4x8' to ASTM-A-415-58T, thickness ⅛" to 1", $2,100. IL No. 316228. Imperial Trading, 197 New Chaktai, Chittagong.

■ G.c. steel sheets, prime, 1.25 coating. 10/3" corrugations, ⅝" deep, 32" wide, packed in hand bundles 150/200 lb. to ASTM-A-361-59T, BG 26x6, 7, 8, 9, 10', approx., $4,200; galv. steel pipe, British threads, sockets, random lengths from 18-22', to ASTM-A-120, ½, ¾, 1, 1½, 2½", 3 and 4", $4,200; m.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., in sizes 4x8', to ASTM-A-415-58T, thickness ⅛" to 1", $2,100. IL No. 325566. Suruj Miah & Sons, Jibanganj Bazar, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3" corrugation, ⅝" deep, 32" wide, in bundles 150/200 lb., to ASTM-A-361-59T, 26x7, 8, 9, 10'; galv. steel pipes, prime, British threads, sockets, random lengths 18 to 22', to ASTM-A-120 specn. ½, ¾, 1, 1½, 2"; galv. steel plain sheets, prime, 1.25 coating to ASTM-A-3, GSG 34x3x6', BG 24x3x6', $3,150. IL No. 310096. Jilani Corp., 158 Asadganj, Chittagong.

■ Gal. steel corrugated sheets, commercial, 1.25 oz. zinc coating per sq. ft., 10/3" corrugation, ⅝" deep, 32" wide after corrugation, in lengths of 6 to 10', to ASTM-A-361-59T specifications, 24 BG x 3x6', 24 BG x 3x7/8', 26 BG x 6x10', 28 BGx3x6/10'; or six alternatives. $10,500. IL No. 271057. Daraf Ali & Bros., Station Road, Chittagong.★

All to be financed by loan not yet authorized. U.S. source. Quotation date May 8. SBC-207.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ width, to ASTM-A-361-59T, 26 BG, 3x6′/10′, $4,200; galv. plain sheets, prime, 1.25 oz. zinc coating, to same specn., 3x6′, 32, 31, 34 GSG, $2,100; m.s. plates, hot rolled, commercial, mill edge, carbon 33% max., shipped loose, 4x8′, to ASTM-A-415-59T, ½, ⅛, ¼, 3/16″, $2,100; galv. steel pipes, English threads and couplings, American standard weight, random lengths, to ASTM-A-120, ½, 1½, 2, 2½″, $2,100. Quotation date May 7. S/A No. 283834. Abdur Rahaman, Mohori Para, Agrabad, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating per sq. ft., 10/3″ corrugation, 32″ wide, to ASTM-A-361-59T, 26 BG, 3x6/10′, $4,200; galv. steel sheets, plain, prime to 1.25 oz. zinc coating per sq. ft., to ASTM-A-361-59T, 3x6′, 31, 32, 34 GSG, $2,100; m.s. plates, hot rolled, commercial, mill edge, carbon 33% max., shipped loose, 4x8′, to ASTM-A-415-58T, ½,-⅛, 3/16″, $2,100; galv. steel pipes, English thread and coupling, American standard weight, random lengths, to ASTM-A-120, ½,-1½, 2, 2½″ dia., $2,100. Quotation date May 7. S/A No. 284099. Raja Co., 79/80, Jubilee Rd., Chittagong.

Both to be financed by loan not yet authorized. U.S. source. SBC-206.

■ G.p. sheets, commercial quality, 1.25 oz. zinc coating/sq. ft.; 3′x6′-8′; 4′x8′; to ASTM A-361-59T; BG 16-30; USG 31, 32, 34; or 5 alternatives; $10,500. 100% U.S. flag vessels. S/A No. 315-078. Continental Traders, Quaid-e-Azam Rd., Chittagong.★

■ G.c. steel sheets, commercial, coating 1.25 oz./sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; to ASTM A-361-59T; 3′x6′-10′; BG 24, 26, 28; or 7 alternatives; $10,500. 100% U.S. flag vessels. S/A No. 314226. M. A. Quader & Co., 108/2 Amir Market, Khatunganj, Chittagong.★

■ G.c. steel sheets, commercial, 1.25 oz./sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; to ASTM A-361-59T; 3′x6′-10′; BG 24, 26; or, galv. steel pipes, ASTM A-120, random lengths 18′/20′, British threads and sockets, dia. ½″-4″; or, galv. steel pipes, ASTM A-120, random lengths 18′x20′, American threads and sockets; seamless; 5″, 6″; or, galv. plain sheets, commercial, 1.25 oz. zinc coating/sq. ft.; 3′x6′, 8′ and 4′x8′; to ASTM A-381-69T; BG 28, 30, 31, 32. $10,500. 100% U.S. flag vessel. S/A No. 314116. Abdul Hamid Khan, Puran Bazar, Chandpur.

■ G.c. sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10,500. S/A No. 279910. Abbus Ali Shaikh & Brothers, M.O.-Delua Bazar, P.O. Belckuchi, Dt. Pabna.

■ G.c. sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10.500. S/A No. 279909. Sohrab Ali Sarkar, Vill. Delua, P.O. Belckuchi, Dt. Pabna.

■ G.c. iron sheets, 1.25 oz. zinc coating, 3′x6′-10′, BG 24 and 26; $5,250. G.p. sheets, 1.25 oz. zinc coating; 3′x6′; BG 16; USG 30, 31, 34; $2,625. Black plain sheets, CRCA and/or HRCA; BG 12-30, 3′x6′-10′ and/or 4′x8′-10′; $2,625. U.S. standard specifications. S/A No. 317182. Mohammad Tahir Ali & Sons, New Market, Sylhet.

■ G.c. sheets, prime, 26 BG, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10.500. S/A No. 318-150. Ali Brothers; Kalurqhat Bazar, Mohara, Chittagong.

■ G.c. steel sheets, commercial, coating 1.25 oz./sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; to ASTM A-361-59T; 3′x6′-10′; BG 24, 26; or, 6 alternatives; $10,-500. 100% U.S. flag vessels. S/A No. 316011. B.M. Stores, Reazuddin Bazar, Abdullah Siddique Rd., Chittagong.★

■ G.c. sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10,500. S/A No. 278365. Abu Sayied Pathan, B.A., Vill. Randila Ataullah, P.O. Bagbati, Dt. Pabna.

To be financed by loan not yet authorized. U.S. source. Quotation date May 11. SBC-208.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating, 10/3″ corrugation, 5/8″ deep after corrugation, BG 24-26, 6′-10′; $10,500. S/A No. 314617. 100% U.S. flag vessel. Osman Ali Sarkar, Eliotganj, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3″ corrugation, 5/8″ deep after corrugation, BG 24-26, 6′-10′; $10,500. S/A No. 310048. 100% U.S. flag vessel. Hajee M. Abul Bashar Sowdagar, 30 Boxirhat, Chittagong.

■ G.c. sheets, prime, 1.25 oz. zinc coating, 26 BG; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10,500. S/A No. 289082. Abdus Samad Sarkar, Vill. and P. O. Khukni, Dt. Pabna.

■ G.c. sheets, 26 BG, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; length 72″-120″; to ASTM A-361-59T. $10,500. S/A No. 268742. Munshi Miah & Momtaz Miah, P.O. Choumuhani, Dt. Noakhall.

■ Galv. pipes, American standard weight, ASTM A-120, random length 18′-22′, wall thickness .145″, 1½″ dia., British thread and socket; $2,100. G.p. sheets, prime, 1.25 oz. zinc coating, 3′x6′, to ASTM A-361-59T; $2,100. G.c. sheets, prime, 26 BG; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $6,300. S/A No. 305942. Kasim Uddin Musa Akamed Khan, Katchari Bazar, P.O. Gaibandha, Dt. Rangpur.

■ G.c. steel sheets, BG 26, prime, 1.25 oz. zinc coating, 10/3″ corrugations, 32″ wide after corrugation, length 6′-10′. Galv. steel pipes, British or American threads and couplings one end, to ASTM-120, random lengths 16-22 ft., dia. ½″-4″; $10,500. S/A No. 324038. Golam Kader Chowdhury, 108 Khatunganj, Chittagong.

■ G.c. sheets, 26 BG, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T. Ibrahim Nur Mohamed, 7 North Rambasti Puker Par., Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 10. SBC-208.

■ Galv. plain sheets, prime, commercial, soft, 1.25 oz. zinc coating, to ASTM A-361-59T; 8′x3′; BG 24, 26, 30; m.s. sheets, CRCA, prime, commercial, pickled and oiled, soft, to ASTM A-366-58T; 8′x3′; BG 16, 18, 24; m.s. plates, soft, commercial, to ASTM A-415-58T or SAE 1010; 8′x4′ and/or 5′x10′; thickness ⅛, 3/16, ¼; $10,500. S/A No. 434935. Haji Allabux Mohd Yakoob, Weaver Lane, New Naham Rd., Karachi 2.

■ M.s. sheets, CRCA and/or HRCA, commercial, pickled and oiled, to ASTM A-366-58T; 6′x2′ and larger, and/or 8′x3′ and/or 8′x4′; BG 12-30; and/or m.s. plates, commercial, to ASTM A-415-58T or SAE 1010, 8′x4′ and/or 5′x10′, thickness ⅛″-2″; and/or g.p. sheets, 1.25 oz. zinc coating, prime, commercial, bright, soft, to ASTM A-361-59T; 8′x3′ and/or 8′x4′, gauge 16-30; and/or g.c. sheets, 1.25 oz. zinc coating, bright, soft, commercial, to ASTM A-361-59T, 8′x3′ and/or 10′x3′, BG 24-30; $10,500. S/A No. 434964. Rahemtulla & Co., S. Napier Rd., New Chali, Karachi.

■ G.p. iron sheets, commercial, to ASTM A-361-59T, zinc coating 1.25 oz./sq. ft. both sides; 8′x3′; BG 24, 26, 30; c.r. steel sheets, to ASTM A-366-58T, 8′x3′, BG 18-24; h.r. steel sheets/plates, commercial, to ASTM A-415; 8′x4′; thickness ⅛″, 3/16″, ¼″; r.s. joists, to ASTM A-7-58, standard lengths 30′ and up; 5x3″, 6x3″, 7x4″; $10,500. S/A No. 434-765. Abdul Karim Haji Ghulam Rasool, Piracha, Top Floor Allawala Bldg., Newnham Rd., Karachi. Cable: same.

■ G.p./g.c. sheets, prime, ASTM A-361-59T; 8′x3′/4′, BG 16-30; and/or HRCA sheets, prime, ASTM A-415-58T, gauge 10-18; and/or m.s. sheets, CRCA, prime, ASTM A-366-58T, gauge 18-30; and/or m.s. plates, prime, ASTM A-415-58T, 8′x4′, thickness ⅛″-2″; and/or m.s. pipes, ASTM A-120, dia. ½″-6″; and/or r.s. joists, I-beams, standard length, ASTM A-7, 5x3″, 8x4″; $10,500. S/A No. 434791. 100% U.S. flag vessel. F.a.s. cost per l.t. and ocean freight indicated separately. Matin Ekhlas & Brothers, A.M. 2, Frere Rd., Karachi 2, W.

■ G.p. sheets, 1.25 oz. zinc coating, commercial, 3′x8′, BG 30; approx. 20T; g.p. sheets, 1.25 oz. zinc coating, commercial, 3′x8′, BG 26; approx. 15T; c.r. steel sheets, plain, 3′x8′, BG 18; approx. 15 T. S/A No. 340562. 100% U.S. flag vessel. Sharifuddin Bukhari, T/370 Dhaki Mohallah, Rawalpindi.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Electrical steel sheets, unpickled, unoiled, insulated both sides; watt loss 2.63/2.70 per kilo at B. 10.000 gausses, 50 cycles; 36″x96″x .0185″, to AISI M-43; approx. 110 T., packed 2 T. max. in protected export metal containers; m.s. plates, to ASTM A-415; 48″x 96″x⅛″, ¼″, ½″, 1″, 1½″; approx. 7 T, in protected exportable bundles; m.s. black pipes, welded, plain at ends; lengths 16/22″; dias. ½″, ¾″; in bundles, unwrapped; to ASTM A-120; approx. 60.000 ft. S/A No. 386338. Prices per l.t. fob/fas cost quoted separately, particulars of packing indicated, bill of lading dated as early as possible, 100% U.S. flag vessels, marine insurance to be covered in Pakistan. Metalex Corp. Ltd., Guramkhan St., Lawrence Rd., Karachi 3.

■ G.p. sheets, commercial, coating 1.25 oz./sq. ft., BG 16-30, 3′x8′; g.c. sheets, commercial, coating 1.25 oz.; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; lengths 32″/96″/120″; BG 24, 26, 28; m.s. sheets, CRCA commercial, ASTM A-366-58T, 30 BG, 3′x8′; m.s. plates, commercial, ASTM A-415-58T, carbon .33% max.; 4′x8′x⅛″-1½″; $10,500. S/A No. 353149. Mohd Rashid Khan & Co., 261 Loha Market, Lahore.

■ Joists: 4″x2⅝″, 7.7 lb.; 5″x3″, 10 lb.; 6″x 3⅜″, 12.5 lb.; g.p. sheets, 8′x3′, gauge 24-28; black sheets, 8′x3′, gauge 26-30; $10,500. S/A No. 363931. Hussainbhoy Mahomedali & Sons, Sadar Bazar, Hyderabad. Cable: same.

■ M.s. plates, prime, commercial; 4′x8′; thickness 3/16″-2″ in equal assortments; $10,-500. S/A No. 372965. C&f Karachi. 100% U.S. flag vessel. Saleem Pipe Co., 25 Brandreth Rd., Lahore. W.

To be financed by loan not yet authorized.

U.S. source. Quotation date May 9. SBC-208.

■ Machine cast foundry pig iron; analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; $10,500; c&f Karachi. Ref. No. ICA:OSB:BKS/1663. Abdul Majid and Brothers, 168-A Gordhandas Market, Bunder Rd., Karachi.

■ C.r. steel strip, to ASTM 109-59T; h.r. steel strip, to ASTM 303-58T; h.r. carbon steel strip, to ASTM 425-58T; ½" and ¾" wide; BG 26, 28; $10,500. Pig iron, ASTM A-43-60, foundry grade, C 3/3.75%, Su .05% max., Si 2.25/2.50%, Ph .30/.50%, Mn. 1/1.5%; $10,500. Tinplates, to QQ-T-425: electrolytic, prime, 107 lb. B.W., coating 0.25, 0.50 and 0.75; hot dipped, coke, prime, coating 0.25, 0.50 and 0.75, BG 30, sizes 20"x28", 28"x 30", 18¾"x28"; electrolytic, waste/waste, coating 0.25, 0.50 and 0.75, BG 30. sizes 20"x 28", 28"x30", 18¾"x28"; subject to GSA Defense Materials Service procedure; $10,500. Ref. No. ICA:OSB:BKS/1666. 100% U.S. flag vessel. Prices per l.t., c&f Karachi, freight charges separately, with full particulars of packing. Mitco (Pakistan) Ltd., 11 Niazi Manzil, Muradkhan, Marriot Rd., Karachi 2.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Karachi. Quotation date May 9. SBC-211.

■ Pig iron, foundry quality, to ASTM A-43-60; $10.500; 100% U.S. flag vessel. Ref. No. FE/LC/OSB/51/21195. Talim Iron & Steel Industries, Bogra, E.

■ M.s. billets, to SAE 1020, random length 18/22 ft, heat marked, works test certificate furnished, rerolling quality, 2" and 2½" square; $625,000; c&f Chittagong, per l.t., insurance to be covered in Pakistan. Ref. No. FE/LC/OSB/52/21193. Prince Iron & Steel Industries, 26 Jinnah Ave., Ramna, Dacca.

■ Pig iron, to ASTM A-43-60; $21,000; 100% U.S. flag vessel. Ref. No. FE/LC/OSB/53/21189. Bhandari Iron Works, Baragola Rd., Bogra.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Dacca. Quotation date May 8. SBC-211.

■ M.s. billets, standard quality, prime, length 18 ft. or above, heat marks die stamped, accompanied by works test certificate, rerolling quality, to SAE 1020. sizes 2", 2½", 3" square; approx. $110,880. Sultanpura Steel Re-Rolling Mills, Sultanpura Rd., Lahore.

■ Pig iron, to ASTM A-43-60; analysis: Si 3-3.5%, Mn .5/1.0%, Ph .5/1.0%, Su 0.5% max., C 3.0/4.0%; $105,000. Roabuidds, 10 Iqbal Manzil, Nawazish St. No. 37, Gari Shahu, Lahore.

■ Pig iron, to ASTM A-43-60; $21,000. Tinplate, electrolytic, U/A; B.W. 107, 95 lb.; 18¾"x28", 20"x30"; subject to GSA Defense Materials Service procedure; $21,000. C&f. S. Mohd. Ilyas & Sons Ltd., The Mall, Lahore.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Lahore. Ref. No. FE/LC/OSB/84/7206. Quotation date May 7. 100% U.S. flag vessel. SBC-211.

■ M.s. billets, standard quality, prime, lengths 18 ft. or above, heat mark die stamped, accompanied by works test certificate, rerolling quality; 2", 2½", 3" square; SAE 1020; $63,000; c&f Karachi. Sitara Safe Factory & Re-Rolling Mills, Badami Bagh, Lahore.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05% max., Ph .31-.50%, Mn 1.01-1.25%; $10,500; c&f. Vohra Brothers, Vohra Bldg., O/S Akbari Gate, Lahore.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Lahore. Ref. No. FE/LC/OSB/87/7474. Quotation date May 11. 100% U.S. flag vessel. SBC-211.

■ Pig iron, to ASTM A-43-60; analysis: Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%; $10,500; c&f. Quotation date May 15. 100% U.S. flag vessel. Sh. Inayatullah, Iron & Steel Merchant, A/64 City Saddar Rd., Rawalpindi. Ref. No. FEX:MISC:270. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Rawalpindi Cantt. SBC-211.

■ M.s. strips, hot rolled, to ASTM A-303-58T, in coils or in random lengths; 18 BG x 2¼", 3"; 16 BG x 2¼", 3", 3¾", 4½"; 11 BG x 5", 9"; 10 BG x 6", 10½", 9". Pig iron. $10,500. C&f Karachi. 100% U.S. flag vessel. Quotation date May 12. Mian Zia-Ud-Din Ahmad & Sons, Loha Market, Lahore. Ref. No. FE/LC/OSB/88/7589. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Lahore. SBC-211.

■ Pig iron, machine cast foundry; analysis: Si 2.25/3.00%, Mn 0.5/1.00%, Su .05% max., Ph 0.30/0.50%. C 3.0/3.9%; $10,500. Ref. No. ICA:OSB:BKS/1677. Prices per l.t., c&f Karachi. fob/fas cost and freight indicated separately; 100% U.S. flag. Conference Line steamer plying on direct Mediterranean route. Tapoo Hamid & Co., Carry Rd., Karachi.

■ Pig iron, foundry grade, to ASTM A-43-60; $5,250. Tinplates. electrolytic, prime coke, coating 0.25/1.25; 18"x24" min. and/or 18¾"x28", or 20"x30"; 30 gauge, 107 lb. base weight, to US. QQ-T-425; $5,250. Subject to GSA Defense Materials Service procedure. Ref. No. ICA: OSB:BKS/1620. Prices per l.t., c&f Karachi, ocean freight rate separately, 100% U.S. flag vessel. M. Y. Habib, 16 Haridas Lalji Bldg., Newnham Rd., Karachi. Cable: Myhabib, Karachi.

■ M.s. strips, 16-28 gauges; 1'-5' wide, all ranges; $210.000. Ref. No. ICA/1692. C&f Karachi. Atamaqbool Industries Ltd., 16 W. Wharf Rd., Karachi 2. Cable: Maqfais, Karachi.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Karachi. Quotation date May 11. SBC-211.

■ Electrolytic tinplate, to QQ-T-425. unassorted primes, class 25. bright finish, B.W. 107. gauge 30, coating 0.25 per base box, 30"x20"; 175 tons. 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. Quotation date May 13. Bayazid Industries Ltd., P.O. Box 403. 156 Industrial Area. Chittagong. Cable: Aluminium. Ref. No. FE/LC/OSB/4558. To be financed by loan not yet authorized. National Bank of Pakistan, Chittagong. U.S. source. SBC-211.

■ Electrolytic tinplates, cold reduced, to US QQ-T-425; 30⅝'x20 5/16" 28 1/16"x18½"; BG 30; $157,750. Quotation date May 11. Subject to GSA Defense Materials Service procedure. 100% U.S. flag vessel. Ref. No. FE/LC/OSB/541/21365. Dacca Vegetable Oil Industries, Adamjee Court, Motijheel, Dacca.

■ Pig iron, to A-43-60, foundry grade FL-8; analysis: Si 3.26-3.50%, Su 0.5 % max., Ph .31 .50%, Mn .50-.75%; $105,000. C&f. Loose in pigs. Quotation date May 12. Ref. No. FE/LC/OSB/56/21509. Maanco Casting Industries, Pak Sanitary Bldg., Peelkhana Rd., Dacca 9.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Dacca. SBC-211.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05%, Ph .31-.50%, Mn 1.01-1.25%; $21,000. 100% U.S. flag vessel. Khalid & Co., 25 Empress Rd., Lahore.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05%, Ph .31-.50%, Mn 1.01-1.25%; $105,000. 100% U.S. flag vessel. Zaka & Co., 104-B-1 Gulberg 3, Lahore.

■ Pig iron, to ASTM A-43-60; analysis: Si 3-3.5%, Mn .5-1.0%, Ph .6-1.0%, Su .05% max.. C 3-4%; $10,500. Noorani Industries, Sumundi Rd., Lyallpur.

To be financed by loan not yet authorized. U.S. source. C&f. National Bank of Pakistan, Lahore. Ref. No. FE/LC/OSB/90/7771. Quotation date May 14. SBC-211.

■ Tinplate, standard electrolytic, assorted and/or unassorted, .25 coating, bright and/or misprints; 18"-36" wide; 24"-48" long; base weight 75, 85, 95, 107. Tinplate, standard electrolytic, assorted, .25 coating, bright and/or misprints; 3"-12". 18"-38"; base weight 75. 85, 95, 107; $10,500. Ref. No. FE/LC/OSB/55/21510. Standard Agencies 75 Mitford Rd., Dacca. Cable: same.

■ Electrolytic tinplate, 24"-32" long, 18"-24" wide, 30-33 gauge, .25 coating, prime. Electrolytic tinplate, 3"-12" wide, 18"-36" long, 30-33 gauge, .25 coating, prime; $15.750. To QQ-T-425. Ref. No. FE/LC/OSB/58/21509. M.s. Industries, 89/1 Moghaltuli, Dacca. Cable: Mubarakbad.

■ Electrolytic tinplate, 24"-32" long, 18"-24" wide, 30-33 gauge, .25 coating, prime. Electrolytic tinplate, 3"-12" wide, 18"-36" long. 30-33 gauge, .25 coating, prime. To U.S. QQ-T-425; approx. $15,750. Ref. No. FE/LC/OSB/57/21506. Zeenath Trading Co., 89/1 Moghaltuli, Dacca. Cable: Mubarakbad.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Dacca. Quotation date May 12. 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. SBC-211.

■ Foundry pig iron. machine cast. to ASTM A-43-60; analysis: C 3.5-4.5%. Si 1.25-1.75%, Su .05% max.. Ph .31/.50%. Mn 1.01-1.50%; or other suitable analysis; $10.500. 100% U.S. flag vessel. Quotation date May 13. Eastern Casting Sanitary Fittings. 336 Tejgaon Industrial Area, Tejgaon, Dacca 8. Ref. No. FE/LC/OSB/59/21585. U.S. source. To be financed by loan not yet authorized. National Bank of Pakistan, Dacca. SBC-211.

■ Steel strips, to ASTM 425-58T, wrapped in coils; 10 BG. 17". 20", 26"; 14 BG, 17", 20"; 26"; $10.500; c&f/fas. Seth Mohammad Yaqoob, 64 Kh Dil Mohd Rd., Lahore.

■ Pig iron. ASTM A-43-60; approx. analysis: Si 3.0/3.5%. Mn .5/10%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%; $21,000. The Unique Engineering Works (Regd), G. T. Rd., Gujranwala. Cable: Moonlight, Gujranwala.

■ M.s. billets, prime rerolling quality, to AISI 1055; analysis: C .05-.60%, Mn .60-.90%, Ph .04%, Su .05% max.. Si .10 max; 2½" square; 18 ft. long; $21.000. 100% U.S. flag vessel. National Spring Mfg. Co., Lahore. Cable: Mazboot, Lahore.

■ Pig iron, foundry grade; analysis: C ¾%, Si 2.75/3.25%, Mn 0.5/1%, Ph 0.4%, Su .05%; approx. $10,500. Pak Elektron Ltd., P.O. Box 524, Ferozepur Rd., Lahore. Cable: Pelektron, Lahore.

■ Pig iron, to ASTM A-43-60; approx. analysis: C 3.5/4.2%, Si 2.5/3%, Mn .5/1%, Ph .3/.7%, Su .05% max.; approx. $42,000. Prices per l.t., c&f Karachi/Chittagong, ocean freight separately, 100% U.S. flag vessel.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Lahore. Ref. No. FE/LC/OSB/86/7308. Quotation date May 9. SBC-211.

■ G.c. steel sheets, prime, 1.25 oz. coating; 10/3" corrugation, ⅝" deep, 32" wide after corrugation; BG 24, 26; g.p. sheets, 1.25 oz.

zinc coating, prime, 10-34 BG/GSG; galv./black steel pipes, American standard weight, British threads and coupling, lengths 16′/18′ and above, ½″-12″ dia.; m.s. sheets, HRCA/CRCA, BG 10-30; m.s. plates, hot rolled, Thomas open hearth, ⅛″-1″; m.s. angles, hot rolled: 1″x1″ to 4″x4″, all sizes; $10,500. S/A No. 310601. Chimanlal Desai & Co. (Pak.) Ltd., 10 Collegiate School Rd., Chittagong.

■ G.c. iron/steel sheets, 1.25 oz. zinc coating, 26 BG; 3′x8′, 3′x9′, 3′x10′; $10,500. S/A No. 284498. Arag Ltd., P.O. Box 178, Khatunganj, Chittagong. Cable: ARAG, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3″ corrugation, 32″ wide after corrugation, BG 26, lengths 6′-10′; $10,500. S/A No. 315248. Siddique Stores, 28 Pathantooly, Motiarpole, Chittagong.

■ G.c. steel sheets, BG 26, prime, 1.25 oz. zinc coating, 10/3″ corrugation, 32″ wide after corrugation, length 6′-10′; $10,500. S/A No. 302824. Pak Stationary Shop, 27 Main Chaktai, Chittagong.

■ Galv. plain sheets, prime, 1.25 oz. zinc coating, 3′x6′ or 3′x8′, BG 32-34; $10,500; f.a.s. and freight rates, indentor's commission to be indicated. S/A No. 308351. M. Kamal Stores, 282/B Terribazar, Chittagong, E.

■ CRCA sheets, pickled and oiled, annealed, deep drawing, ASTM A-366-58T; 8′x4′; BG 28, 29; m.s. pipe, AMERICAN thread and sockets, to API-5L, grade A or B, seamless, 8″ dia., wall thickness .279″; $10,500. S/A No. 191743. S.S. Union Agencies, 91 Nawabpur Rd., Dacca.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 32″ wide after corrugation; 26 BG; lengths 6′-10′; $10,500. S/A No. 260938. Azizoor Rahman Sowdagor, 90 Pathantooly, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 32″ wide after corrugation; 26 BG; lengths 6′-10′; $10,500. S/A No. 314646. Omar Ali & Akram Ali, Siddiganj, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 32″ wide after corrugation; BG 26; lengths 6′-10′; $10,500. S/A No. 320424. B. R. Brothers, 35 Strand Rd., Chittagong.

■ G.c. iron sheets, 1.25 oz. zinc coating, prime, 10/3″ corrugation, 6′-10′, BG 26; $7,-350; galv. plain sheets, prime, 1.25 oz. zinc coating; 6′x3′, 8′x3′; BG 30, 31, 32 or 34; $3,150. S/A No. 314093. Coastal Traders Corp., 928/A Amir Ali Chowdhury Rd., Chittagong, E.

■ G.c. iron/steel sheets, 1.25 oz. zinc coating, 10/3″ corrugations, length 6′-10′; $5,250; m.s. plates and/or sheets, prime, 4′x8′, max. carbon .33%, ASTM A-415-58T; ⅛″, ¼″, ³⁄₁₆″; $2,625; galv. iron/steel pipes, British threads and sockets, random lengths 18′-25′; dia. 1″, 1½″, 2″; $2,625. S/A No. 316122. Royal Stationery Stores, Station Rd., Chittagong. Cable: same.

■ G.c. steel sheets, commercial, coating 1.25 oz./sq. ft; 10/3″ corrugations, ⅝″ deep, 32″ wide after corrugations; BG 26; 6′-10′; $8,-400; galv. steel pipes, British threads and sockets; random lengths 18′-22′; dia. 1½″-2″; $2,100. S/A No. 302944. M. Ashrafali, 60 N. Nalapara, Chittagong. Cable: same.

■ G.c. sheets, prime, BG 26, zinc coating 1.25 oz. per sq. ft.; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $10,500. S/A No. 314-953. Solaiman Hossian, Kataltola, Chandni Bazar, Bogra.

To be financed by loan not yet authorized. U.S. source. Quotation date May 10. SBC-205.

■ G.p. sheets, commercial, 1.25 oz. coating; 6′x3′, BG 26, 30-34; 8′x3′, BG 24; $10,500. S/A No. 272245. Eastern Cottage Industries, 144/1 Talukdar Lane, Enayat Bazar, Jubilee Rd., Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep after corrugation; BG 24, 26; 6′-10′; $10,500. S/A No. 317840. M. Ezharul Haque & Bros., 385 Boxirhat, Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep after corrugation; BG 24, 26; 6′-10′. A Shaheen Watch Co., 33 New Market, Chittagong.

■ G.c. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; lengths 6′-10′; in 150/200 lb. hand bundles; galv. steel pipe, English standard gas and steam coupling, random lengths 16/22 ft, ASTM A-120, ½″-8″; m.s. plates, hot rolled, carbon 33%, to ASTM A-415-58T; 4′x8′x¼″, ³⁄₁₆″; h.r. steel sheets, to ASTM A-415-58T, 4′x8′x⅛″; $10,500; f.a.s. plus freight, c&f Chittagong. S/A No. 315334. Nurul Absar & Co., Chittagong Hill Tracts, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep after corrugation; BG 24, 26; 6′-10′; $10,500. S/A No. 314096. Badshah Meah, Station Rd., Chittagong.

■ G.c. steel sheets, plain, prime, 1.25 oz. zinc coating, BG 18-34, 3′x6′; approx. $5,000; G.c. steel sheets, commercial coating 1.25 oz. per sq. ft.; 10/3″ corrugations, ⅝″ deep, 32″ wide after corrugation; 26 BG; 6′-10′; approx. $5,000. S/A No. 281885. M. Barkatali & Co. (Pakistan), 213 Jubilee Rd., Chittagong.

■ G.c. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; length 6′-10′; in 150/200 lb. hand bundles; g.p. steel sheets, 1.25 oz. zinc coating, ASTM A-361-59T; BG 30, 31, 34; m.s. plates, 8′x4′x⅛″, ³⁄₁₆″, ¼″; $10,500; f.a.s. plus freight, c&f Chittagong. S/A No. 315333. Shamsu Meah & Bros., P.O. Kharandwip, Vill. Sreepur, Chittagong.

■ G.c. iron sheets, 1.25 oz. zinc coating, prime; 10/3″ corrugation, 6′-8′, BG 26; approx. $7,350; g.p. sheets, prime, 1.25 oz. zinc coating; 6′x3′, 8′x3′; BG 30-34; approx. $3,-150. S/A No. 315382. Rates f.a.s., freight, indentor's commission. Hai Stores, Chaumuhani, Noakhali, E.

■ G.c. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; lengths 6′-10′; in hand bundles 150/200 lb.; galv. steel pipe, English standard gas and steam coupling, random lengths 16/22 ft., ASTM A-120, ½″-4″; g.p. steel sheets, 1.25 oz. zinc coating, ASTM A-361-59T, USG and BG 1634; $10,500. S/A No. 185773. F.a.s. plus freight, c&f Chittagong. Satish Chandra Chowdhury, Chaktai, Chittagong.

■ G.c. steel sheets, prime, 26 BG, 1.25 oz. zinc coating/sq. ft., both sides; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; 6′-10′; approx. $4,200; galv. water/welded pipes, 1½″ dia.; $3,150; g.p. steel sheets; BG 31, 32, 34; 6′x3′; 1.25 oz. zinc coating per sq. ft. both sides; approx. $3,150. S/A No. 323396. Alam Trading, 12 Feringhee Bazar Rd., Chittagong. Cable: same.

■ G.c. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep; ASTM A-361-59T; BG 26, length 6′-10′; 150/200 lb. in hand bundles; g.p. steel sheets, commercial, 1.25 oz./sq. ft., ASTM A-120; 8′x4′; BG 31, 34; galv. steel pipes, English standard gas and steam coupling, random length 16/22 ft., ASTM A-120, ½″-4″; m.s. angles, ASTM A-7-58T; 1″x1″x⅛″; 2″x2″, 2½″x2½″, 3″x3″, ¼″; $10,500; f.a.s. plus freight, c&f Chittagong. S/A No. 324033. The Eastern Trading Mart, Asadgong, Chittagong.

■ G.c. iron sheets, 1.25 oz. zinc coating, prime, 10/3″ corrugation, 6′-8′, 24 BG; $7,350; g.p. sheets, prime, 1.25 oz. zinc coating; 6′x3′, 8′x3′; BG 30-34; $3,150. S/A No. 324062. Shahzada Traders, 35/5 Yakubnagar, Feringhee Bazar, Chittagong, E.

■ C.g. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; lengths 6′-10′; 150/200 lb. in hand bundles; galv. steel pipe, English standard gas and steam coupling, random lengths 16/22 ft., ASTM A-120, ½″-4″; galvanized plain steel sheets, 1.25 oz. zinc coating, ASTM A-120; 8′x4′; BG 30, 31, 32, 34; $10,500. S/A No. 296490. F.a.s. plus freight, c&f Chittagong. S/A No. 296490. Abdul Mabud Sowdagar, 95 Khatoonganj, Chittagong.

■ C.g. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; length 6′-10′; 150/200 lb. in hand bundles; galv. steel pipe with English standard gas and steam coupling, random length 16/22 ft., ASTM A-120, ½″-4″; g.p. steel sheets, 1.25 oz. zinc coating, ASTM A-361-59T; 8′x4′; BG 30, 31; $10,500. S/A No. 314102. F.a.s. plus freight, c&f Chittagong. Abdul Halim, P.O. & M.O. Dasgharia, Noakhali.

■ C.g. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; lengths 6′-10′; 150/200 lb. in hand bundles; approx. $5,250; galv. steel pipe, English standard gas and steam coupling, random length 16/22 ft., ASTM A-120, ½″-4″; approx. $5,250. F.a.s. plus freight, c&f Chittagong. S/A No. 314036. Hoque Brothers, 681/A Pathantooly, Chittagong.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ C.g. steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; ASTM A-361-59T; BG 26; lengths 6′-10′; packing 150/200 lb. in hand bundles; galv. plain steel sheets, 1.25 oz. zinc coating, ASTM A-361-59T, 8′x4′, BG 22-32; galv. steel pipe, English standard gas and steam coupling, random length 16/22 ft., ASTM A-120, ½″-4″; $10,500. F.a.s. plus freight, c&f Chittagong. S/A No. 317736. Md. Budrus Meah, Khandakia, P.O. Shikarpur, Chittagong.

■ C.g. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, ⅝″ deep after corrugation; BG 24-26; 6′-10′; galv. iron pipe, American standard weights, ASTM-A-120, random lengths 18-22 ft., with sockets 1″, 1½″, 2″ dia.; m.s. plates, commercial, 8′x4′, ASTM A-415-58T, thickness ³⁄₁₆″, ⅛″, ¼″, ⅜″; $10,500. S/A No. 320420. Bazlur Rahman, Dewanhat, P.O. Pathantally, Chittagong.

■ C.g. steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugations, ⅝″ deep after corrugation; BG 24 or 26; 6′-10′; galv. iron pipe, American standard weights, ASTM A-120, random length 18-22 ft., with sockets 1″, 1½″, ½″, 2″ dia; $10,500. S/A No. 257440. Beauty Foot Wear, Habiganj, Sylhet, Pakistan.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating;

10/3" corrugation, ⅝" deep after corrugation; BG 24 or 26; 6'-10'; $10,500. S/A No. 316154. Amanat Electric Stores, 2 Jail Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugation, ⅝" deep after corrugation; BG 24 or 26; 6'-10'; $10,500. S/A No. 314660. Noor Brothers, Habiganj, Sylhet.

To be financed by loan not yet authorized. U.S. source. Quotation date May 10. 100% U.S. flag vessel. SBC-205.

■ G.c. steel sheets, prime, 1.25 oz. coating per sq. ft., 10/3" corrugations, ⅝" deep, 32" wide, packed in hand bundles of 150/200 lb., to ASTM-A-361-59T, BG 26x6, 7, 8, 9, 10', approx. $4,200; galv. steel pipes, British threads, sockets, random lengths from 18 to 22 ft., to ASTM-A-120, ½, ¾, 1½, 2, 3", approx. $3,150; g.p. steel plain sheets, prime, 1.25 oz. coating, to ASTM-A-361-59T, GSG 31x3x6', $3,150. IL No. 323049. To be financed by loan not yet authorized. U.S. source. Quotation date May 8. Azad Bakery, Cox's Bazar, Chittagong. SBC-204.

■ G.p. iron sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides; 8'x3'; BG 24, 26, 30; c.r. steel sheets, to ASTM A-366-58T, 8'x3'; BG 16-24; h.r. steel sheets/plates, commercial quality, ASTM A-415, 8'x4', thickness 3/16", ¼"; stainless steel sheets, type 18/8, finish 2B, cold rolled, annealed, gauges 16-22. $10,500. IL No. 386274. Messrs. Ahmed Corp., 12 Lalji Laxmidas Market, Newnham Rd., Karachi. Cable: Jangada.

■ G.p. iron sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides, 8'x3', BG 18-30; c.r. steel sheets, commercial quality, to ASTM A-366-58T, 8'x3', BG 20-26; m.s. sheets/plates, hot rolled, commercial quality, to ASTM A-415, 8'x4', thickness ⅛", 3/16", ¼"; $10,500. IL No. 434867. Messrs. Hassanali Habib, Kagzi Bazar, Karachi.

■ G.p. iron sheets, commercial, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides; 8'x3'; BG 24, 26, 30; c.r. steel sheets, commercial, to ASTM A-366-58T; 8'x 3'; BG 18, 22, 24; m.s. sheets/plates, hot rolled, commercial, to ASTM A-415, 8'x4', thickness ⅛", ¼"; $10,500. IL No. 434790. Messrs. Azhar & Co., Allabdad St., Karachi 2.

■ G.p. sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides; 8'x3'; BG 24, 26, 30; c.r. steel sheets, commercial, to ASTM A-366-59T; 8'x3'; BG 18, 20, 22, 24; m.s. plates/sheets, hot rolled, commercial, to ASTM A-415; 8'x4'; thickness ⅛", 3/16", ¼"; $10,500. IL No. 434713. Messrs. Adam Natha, 73 Moton Cloth Market, Bunder Rd., Karachi.

■ G.p. steel sheets, zinc coating 1.25 oz./sq. ft. both sides, 8'x3', 24 G and/or 30 G, to ASTM A-361-58T; fas, c&f; $10,500. IL No. 434960. A. Essak & Sons, Visramdas St., Mithadar, Karachi.

■ M.s. sheets, CRCA and/or HRCA, commercial, pickled and oiled, to ASTM A-366-58T; 6'x2' and larger, and/or 8'x3', and/or 8'x4'; BG 12-30; and/or m.s. plates, commercial, to ASTM A-415-58T or SAE 1010, 8'x4' and/or 5'x10', thickness ⅛"-2"; and/or g.p. sheets, 1.25 oz. zinc coating, prime, commercial, bright, soft, to ASTM A-361-59T, 8'x3' and/or 8'x4', BG 16-30; and/or g.c. sheets, 1.25 coating, bright, soft, commercial, to ASTM A-361-59T, 8'x3' and/or 10'x3'; BG 24-30; $10,500; c&f. IL No. 351728. Mohd. Shafi & Sons, Karim A. Jivanjee Bldg., Ireland Rd., Karachi 1.

■ M.s. sheets, CRCA, prime, pickled and oiled, commercial, soft, to ASTM A-366-58T; min. size 6'x2' and 3'x6', and/or 3'x8' or any standard size; BG 16-30; g.p. sheets, prime, commercial quality, 1.25 oz. zinc coating, bright, soft, commercial, to ASTM A-361-59T, 8'x3', gauges 16-30; m.s. plates, soft, commercial, to ASTM A-415-58T or SAE 1010, 8'x4' and/or 5'x10', thickness ⅛"-1"; $10,500. IL No. 389536. M/s. Elias Abdul Karim, 66/12 Murad Khan Rd., Karachi.

■ G.p. iron sheets, 1.25 oz. zinc coating; 8'x3'; BG 16, 24, 26, 30, 31; ASTM A-361-59T; and/or m.s. sheets, CRCA, 8'x3', gauges 18-28, ASTM A-366-58T; and/or pipes, black/galv., dia. ½"-8", ASTM A-120; and/or g.i. wire, standard specification, gauges 6/26; $10,500; c&f. 100% U.S. flag vessel. IL No. 388911. Prices per l.t., freight rate indicated separately. Liaquat Tools & Hardware Stores, Khori Garden, Muradkhan Rd., Karachi.

■ M.s. sheets, CRCA, prime, pickled and oiled, commercial, soft, to ASTM A-366-58T; min. size 6'x2' and 3'x6', and/or 3'x8' or any standard size; BG 16-30; g.p. sheets, prime, commercial, 1.25 oz. zinc coating, bright, soft, commercial, to ASTM A-361-59T, 8'x3', BG 16-30; and/or m.s. plates, soft, commercial quality, to ASTM A-415-58T or SAE 1010, 8'x4' and/or 5'x10', thickness ⅛"-1"; and/or m.s. sheets, HRCA, commercial quality, to ASTM A-415-58T, 8'x3', BG 16-30; m.s. joists, commercial quality, 30/40 lengths, to ASTM A-7; 5"x3", 6"x3⅜", 8"x4"; $10,500; c&f Karachi. IL No. 434813. H. Hassanali R. Jivani, Kerry Rd., Karachi.

■ M.s. plates, soft, commercial quality, to ASTM-A-415-58T, 8'x4', thickness ⅛"-1"; and/or g.p. sheets, prime, commercial quality, 1.25 oz. zinc coating, soft, to ASTM A-361-59T, 8'x 3', BG 16-30; and/or m.s. galv. pipes, commercial quality, standard American weight, to ASTM A-120, random lengths, dia. 4"x6"; and/or m.s. sheets, CRCA, pickled and oiled, commercial quality, prime, to ASTM A-366-58T, 8'x3', BG 16-30; $10,500; c&f Karachi. IL No. 385361. Abdul Rehman & Brothers, Rampart Row, Near Lal Masjid, Karachi 2, W.

To be financed by loan not yet authorized. U.S. source. Quotation date May 6. SBC-200.

■ Tinplates, electrolytic/prime coke; coating 0.25, 0.50, 0.75 and/or 1.25; 18"x24", 18¾"x 28" and/or 20"x30"; approx. $5,250. Subject to GSA Defense Materials Service procedure. Pig iron, foundry grade, to ASTM A-43-60; approx. $5,250. Prices per l.t., c&f Karachi, 100% U.S. flag vessel, ocean freight indicated separately. Quotation date May 6. A. G. Ibrahim, 16 Newnham Rd., Karachi. Ref. No. ICA:OSB:BKS/1608. U.S. source. To be financed by loan not yet authorized. National Bank of Pakistan. Local Office, Opp. Boulton Market. Bunder Rd., P.O. Box 4840, Karachi 2. SBC-199.

■ M.s. strips, prime commercial quality, hot rolled, to ASTM A-303-58T, packed in coils or in random lengths; 10 BG x 5 5/16", 8 15/16", 10¾"; 11 BG x 5", 6", 9", 10½", 4 3/16"; 12 BG x 9"; approx. $10.500. 100% U.S. flag vessel; c&f Karachi. Nishat Trading Co., 89 Circular Rd., Lahore.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05% max., Ph .31-.50%, Mn 1.01-1.25%; approx. $10,500. 100% U.S. flag vessel; c&f. Sh. Muhammad Iqbal & Co., Taj Rd., Badami Bagh, Lahore.

■ Pig iron, to ASTM A-43-60; analysis: Si 3.0/3.5%, Mn 0.5/1.0%, Ph 0.6/1.0%, Su .05% max., C 3.0/4.0%; approx. $13.000; c&f Karachi. Unique Engineering Works (Regd.), Gujranwala. Cable: Moonlight, Gujranwala.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan. Local Office, Lahore. Ref. No. FE/LC/OSB/85/7283. Quotation date May 8. SBC-199.

■ Pig iron, foundry quality high phosphorus, grade FH 24, to ASTM A-43-60; analysis: Si 3.26-3.50%, Su .05-.71%, Ph .71-.90%, Mn .76-1.00%; approx. $52,500. Ref. No. FE/LC/OSB/50/21106; m.s. strips, to certain compositions; 1.5 mm x 217 mm, lengths 228 mm, $8,400; 1.5 mm x 160 mm, lengths 219 mm, $3,150; 1.5 mm x 135 mm, lengths 305 mm, $4,200. Ref. No. FE/LC/OSB/49/21109. 100% U.S. flag vessel; c&f Chittagong. Zahed Metal Industries, Bogra. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Dacca. Quotation date May 7. SBC-199.

■ M.s. billets, open hearth, prime, to SAE 1020/1030; standard lengths 18'/22' with 10% shorts down to 10'; heat marks die stamped; shipped loose or packed in hand bundles; 2", 2½", 3", 5" square; rerolling quality; approx. $21,000; tinplates, to U.S. QQ-T-425; prime quality coke U/A, 1.25 coating; electrolytic, 0.50/0.75 coating; 18¾"x28"-30", 30"x30"; 30 gauge, 107/108 lb.; assorted to size, base weight; bright finish; packed with metal covers; approx. $21,000; subject to GSA Defense Materials Service procedure; pig iron, to ASTM A-43-60, in pigs approx. 2½"x4"x33", 28/30 lb. each, foundry grade; analysis: C 3.5-4.2%, Si 1.72-2.25%, Su .05% max., Ph .31-.50%, Mn .4-1.25%; approx. $21,000; 100% U.S. flag vessel; hot/cold rolled steel strips, to ASTM 190-59T and A-303-59T; hot rolled carbon steel strips, ASTM A-425-58T, prime quality, commercial grade, gauges 21-28, in coils, cut lengths, width up to 5"; 100% U.S. flag vessels; approx. $21,000; c&f Chittagong. Mill test certificates to be furnished for all items. Pakistan Auction Mart, Sadarghat Rd., P.O. Box 190, Chittagong. Cable: Disposals.

■ Pig iron, to ASTM A-43-60; approx. $10,500; cold rolled steel strips, ASTM A-109-59T; approx. $3,500; hot rolled steel strips, ASTM 303-58T; approx. $3,500; hot rolled carbon steel strips, ASTM A-425-58T; approx. $3,500; c&f Chittagong. Dada Ltd., Khatunganj, Chittagong. Cable: Dada, Chittagong.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Chittagong. Ref. No. FE/LC/OSB/4225/4567. Quotation date May 6. SBC-199.

■ Galv. plain sheets, prime; 8'x3'; 30 BG; 1.25 oz. zinc coating; to ASTM A-93-58T; approx. 42 t. IL No. 383984. Prices per l.t., c&f rate and freight to be indicated, with full particulars of packing. 100% U.S. flag vessel. Haji Ismail Rasool Mala, 15 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi 1.

■ G.p. sheets, commercial, 1.25 coating; 8'x3' or 8'x4'; BG 16-30; to ASTM A-361-59T; CRCA sheets; 8'x3' or 8'x4'; BG 16-30; to ASTM A-366-58T; $10,500; fob/c&f. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately, 100% U.S. flag vessels. IL No. 379821. M/s. Kashmir Traders, Thakarji Bldg., Stalker St., Mochi Gali, Saddar, Karachi.

■ G.p. sheets, prime commercial quality, 1.25 oz. zinc coating, bright, soft, to ASTM A-361-59T; 8'x3' or 8'x4'; BG 16-30; and/or m.s. sheets, CRCA, prime commercial quality, soft, pickled and oiled, to ASTM A-366-58T; 8'x3' and/or 8'x4'; BG 16-30; and/or m.s. plates, soft commercial quality, to ASTM A-415-58T; 8'x4' and/or 5'x10'; thickness ⅛"-1"; $10,500. IL No. 434718. Allahrakha Mohamed Budhani, 13 Motandas Market, Bunder Rd., Karachi 2.

■ G.p./g.c. sheets, coating 1.25 oz./sq. ft., to ASTM A-361-59T, prime, gauges 16-30; m.s. sheets, HRCA, to ASTM A-415-58T, gauges 10-24; m.s. plates, hot rolled, prime quality, to ASTM-415-58T; 8'x4'; thickness ⅛"-2"; m.s. sheets, CRCA, pickled and oiled, prime, ASTM A-366-58T, gauges 16-26; m.s. pipes, to ASTM A-120 or any U.S. standard specification, dia. ½"-6"; $10,500; fas cost per l.t. and ocean freight indicated separately. 100% U.S. flag vessel. IL No. 434727. Messrs. Anis Ahmad & Co., Fadoo Bldg., Bunder Rd., Karachi.

■ G.i. plain sheets, 1.25 coating, ASTM A-361-59T, 8′x3′, BG 22-30; and/or m.s. sheets, cold rolled, close annealed, ASTM A-366-58T, 8′x3′, gauge 16-30; m.s. plates, ASTM A-415-58T or standard specification, thickness 3/16″-2″; g.i. wire, standard, gauge 4-30; $10,500. IL No. 435005. 100% U.S. flag vessel. Prices per l.t., c&f Karachi, ecean freight indicated separately. Ghani Brothers, Behind Laxmi Bldg., Kausar St., Karachi. Cable: HARDUM, Karachi.

To be financed by loan not yet authorized. U.S. source Quotation date May 6. SBC-200.

■ Electrolytic tinplate waste waste, excellent mill grade, to make corners for tea packing boxes, soft temper, both sides bright; 20″ and larger up to max. 34″x36″; coating 0.25 and above; BG 32-36; assorted to size and gauge per skid of 1 T. max; to QQ-T-425, or alternatives; approx. $10,500; c&f Chittagong. Subject to GSA Defense Materials Service procedure. Eastern Pakistan Timber & Plywood Industries Co., Ltd., Station Rd., Chittagong. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Chittagong. Ref. No. FE/LC/OSB/4520/4568-OSB/20/T. Quotation date May 6. SBC-199.★

■ Pig iron, to ASTM A-43-60; foundry grades FI 3, 4, 5, 21/22, low phosphorus; grade LP-25 low phosphorus; grade FH 20/21 high phosphorus; approx. $231,000; m.s. billets, rerolling quality; grade AISI, C 1025 or SAE 1025, C 1035 or SAE 1035, C 1045 or SAE 1045; approx. $105,000. Prices per l.t., c&f Chittagong, particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately; 100% U.S. flag vessel, steamer plying on direct Mediterranean route; agent's commission, if any, to be specified in the quotation. Renwick & Co. (P) Ltd., P.O. & Dt. Kushtia. Cable: RENWICO, KUSHTIA. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Chittagong. Ref. No. FE/LC/OSB/4519. Quotation date May 4. SBC-199.

■ Ungalv. special improved plough steel wire rope, preformed 110/120 tons per sq. in. tensile, right hand long's lay conforming to ASTM, equivalent to BSS 302 and 621 of 1957, construction 6x19 with 7x7 independent wire main core, 536.600 rft. Tender No. MPO/C-106/US Loan/Wire Ropes/64. Loan No. 391-H-072. U.S. source. Bid deadline May 11. Office of the General Manager, Machinery Pool Organization, WAPDA, 56 Gulberg Rd., Lahore. Cable: EMPIO, Lahore. SBC-204. Detailed specifications from Consulate General of Pakistan. 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli.

■ VIET-NAM—Electrolytic tinplate, prime 0.25 coating, bright finish, unassorted, temper 2½, for crown cork, deep drawing, size 21″x30 x103 lbs., 120 m.t. Ets. Phuong-Toan, 66 Tan Thanh, Cholon. Limited worldwide (901). C&f basis only; fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-206.

■ G.p. sheets, soft, prime commercial quality, 1.25 oz. zinc coating to ASTM A-361-59T; 8′x3′ and/or 8′x4′; BG 16-30; and/or m.s. sheets, CRCA, soft, commercial quality, pickled and oiled, prime, to ASTM A-366-58T; 8′x3′ and/or 8′4′; BG 16-30; and/or m.s. plates, soft commercial quality, to ASTM A-415-58T; 8′x4′ and/or 5′x10′; thickness ⅛″-1″; $10,500. IL No. 434732. A.S. Alimohamed, 123/2 Chagla St., Karachi 2.

■ G.p. sheets, prime, commercial quality, 1.25 oz. zinc coating, to ASTM A-361-59T; 8′x3′; BG 16-30; m.s. sheets, CRCA, pickled and oiled, commercial quality, soft, to ASTM A-366-58T; 8′x3′; BG 16-30; m.s. plates, soft, commercial quality, to ASTM A-415-58T or SAE 1010; thickness ⅛″-1″; 8′x4′; g.c. sheets, prime, commercial, 1.25 oz. zinc coating, to ASTM A-361-59T; 10/3″x8′; BG 24-30; m.s. pipes, galvanized, prime, 18-22 ft. long, to ASTM A-120, standard American weight, dia. ½″-6″; $10,500; c&f Karachi. IL No. 434749. Mohammed Nasim & Co., Alahdad St., Karachi 2.

■ Galv. plain sheets, soft, prime commercial quality, 1.25 oz. coating, to ASTM A-361, 8′x3′ and/or 8′x4′, BG 16-30; m.s. sheets, CRCA, soft commercial quality, pickled and oiled, prime, to ASTM A-366-58T, 8′x3′ and/or 8′x4′, BG 16-30; and/or m.s. plates, soft commercial quality, to ASTM A-415-58T, 8′x4′ and/or 5′x 10′, thickness ⅛″-1″; $10,500. IL No. 434747. M/s. Noorani and Sons, Juna Market, Karachi.

■ G.p. sheets, prime, commercial, 1.25 oz. zinc coating, soft, to ASTM A-361-59T; 8′x3′; BG 16-30; and/or m.s. sheets, CRCA, pickled and oiled, prime, commercial quality, soft, to ASTM A-366-58T; 8′x3′; BG 16-30; and/or m.s. plates, soft, prime, commercial quality, to ASTM A-415-58T or SAE 1010; 8′x4′; ⅛″-1″ thick; and/or m.s. joists, prime, commercial quality, 30/40 ft. long, to ASTM A-7, 5x3″ and 6x3⅜″; $10,500; c&f Karachi. IL No. 434972. Amsons Traders, Farooq Manzil, Atmaram Rd., Karachi 2, W.

■ Steel sheets, cold rolled, commercial quality, to ASTM A-366-58T, 8′x3′, BG 18-24; g.p. iron sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides, 8′x3′, BG 24-30; m.s. plates/sheets, hot rolled, commercial quality, to ASTM A-415, thickness ⅛″-¼″; $10,500. IL No. 434714. Messrs. Muslim Cloth Mart, 293 Old Market, Kundan Bazar, Karachi 2.

■ M.s. sheets, CRCA; 8x3x18, 20 or 22; ASTM A-366-58T; and/or g.p. sheets, 1.25 coating; 8x3x16-30 gauge; ASTM A-361-59T; and/or g.i. wire, gauge 20, standard specifications; and/or m.s. plates, 3/16″-5/16″, ASTM A-415-58T; $10,500. IL No. 335286. 100% U.S. flag vessel. Prices per l.t., c&f Karachi, ocean freight indicated separately. Awan & Co., Ismail Bldg., S. Napier Rd., Karachi. Cable: BADESABA, Karachi.

■ Prime galv. plain sheets, to ASTM A-93-58T; 8′x3′; 30 BG; 1.25 oz. zinc coating/sq. ft.; approx. $21,600; m.s. joists, to ASTM A-7, standard length; 5′x3′, approx. $10,500; 6′x3⅜′, approx. $21,000; 7′x4′, approx. $10,500; m.s. sheets, cold rolled, close annealed, pickled and oiled, prime commercial quality, to ASTM A-366-58T; 8′x3′; BG 18, 20; $10,500 each. IL No. 386445. 100% U.S. flag vessel. Prices per l.t., c&f, freight rate, full particulars of packing to be indicated. Haji Yusuf Ismail Mala & Co., Najmuddin St., Nanakwara, Karachi 1.

■ Galv. plain and corrugated sheets, zinc coating 1.25, gauge 24-30, ASTM A-93-58T; m.s. sheets, CRCA, gauge 18-24, ASTM A-366-58T. m.s. plates, ⅛″ and ¼″, ASTM A-415-58T; $10,500. IL No. 344574. Messrs. Kahmir Refugee Industrial Home, Air Port, Karachi.

■ G.p. iron sheets, 1.25 coating, ASTM A-361-59T, 8′x3′ and/or 8′x4′, gauge 16-30; m.s. sheets, cold rolled, close annealed, ASTM A-366-58T, 8′x3′, 16-30 gauge; and/or m.s. plates, 8′x4′ and/or 10′x5′, thickness ⅛″-1″, ASTM A-415-58T or standard specification; and/or m.s. joists, to ASTM A-7, 4″x2⅝″ through 10″x5″; and/or g.i. wire, 6-20 gauge, standard specification; and/or black g.i. pipe, dia. ½″-8″, to ASTM A-120 or standard specification; $10,500. IL No. 434780. 100% U.S. flag vessel. Prices per l.t., c&f Karachi, ocean freight rate indicated separately. Muhammadi Trading Agency, M-104 Iqbal Cloth Market, Karachi. Cable: ALIF, Karachi.

■ G.p. sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft., both sides; 8′x3′; BG 24-30; steel sheets, cold rolled, commercial quality, to ASTM A-366-58T; 8′x3′; BG 18-24; m.s. sheets/plates, hot rolled, commercial quality, to ASTM A-415; 8′x4′; thickness ⅛″, ¼″. $10,500. IL No. 389591. Messrs. Alliance Traders, Katchi Gali No. 3, Khori Garden, Karachi 2. Cable: MAHSHAR, Karachi.

■ **PAKISTAN**—Open hearth g.p. steel sheets, prime, commercial, 1.25 oz. zinc coating per sq. ft., both sides, 3x8′x16, 24, 26, 30 BG; cold rolled mild steel sheets, commercial, ASTM A-366, 3x8′x16, 18, 20, 22, 24, 26, 28 BG; hot rolled steel joists ASTM A-7, lengths of 25-40 ft., 5x3″, 7x4″, 8x4″, 10x5″; high speed steel bars, 18 or 22% tungsten, with 5 or 9% cobalt, ½, ¾, 1″ sq/, ½x¾, ¾x1″, $10,500. 100% U.S. flag vessel. Ref. No. OSB/1. S/A No. 372009. S. Maula Bakhsh Mohamed Bashir Akbari Gate, Lahore.

■ G.i. plain sheets, 1.25 coating to ASTM A-361-59T, size 8x3′x24, 26. 30 BG; and/or, m.s. sheets, CRCA, ASTM A-366-58T, size 8x3′x16, 18, 20 G., $10,500, c&f. Shipment 100% U.S. flag vessel. Prices per l.t. Karachi, indicating ocean freight separately. S/A No. 357940. Mohd. Ismail Qadir Bux, Shop No. 1784 Fakir-ka Pir, Hyderabad.

■ M.s. plates, 4x8′x⅛, 3/16, ¼″; H.r. mild steel sheets, commercial, ASTM A-415, 4x8′x 11, 12 BG; 3x8′ 12, 14, 16, 18, 20, 22, 24, 26 BG; open hearth galv. plain steel sheets, prime commercial, 1.25 coating per sq. ft., both sides, 3x8x24, 26, 28, 30 BG; open hearth hot roller steel joists, to ASTM A7, lengths of 25 to 40 ft., 5x3″, 7x4″, 8x4″, 9x4″, 10x5″, $10,500. Shipment 100% U.S. flag vessel. Ref. No. OSB/1. S/A No. 232908. M. Fazal Haq Abdul Haq, Circular Rd., Jaranwala, Distt., Lyallpur.

■ G.p. steel sheets, commercial, 1.25 coating, size 3x8′, thickness 26, 28, 30 G; m.s. plates, prime, commercial, size 3x8 or 4x8′, thickness ⅛″ or ¾″, $10,500. 100% U.S. flag vessel. Ref. No. ARS/IMP/64. S/A No. 247633. Messrs. Allah Rakha & Sons, 0/611, Kartarpura, Rawalpindi. Cable quotations accepted.

■ G.c. sheets, prime, commercial, 1.25 oz. coating, size 8x3′, 26 G, normal corrugation; g.p. sheets, prime, commercial, 1.25 coating, 8x3′, 24, 26 G; galv. wire, low carbon, coil weights 25 lb. to 150 lb., gauges 18, 20; m.s. sheets, prime commercial, polished, annealed, size 8x3′, gauges 18, 20; gas/water pipes, 4, 6″ dia., plain ends, $10,500. Ref. No. DAR/OSB/64. S/A No. 247030. Messrs. Darsons, 525 Brownlow St., Rawalpindi.

■ M.s. slab, forging quality, C-1025/1030/1040/1045, 8x16″, 10/12 ft. lengths; same, rerolling quality, reconditioned steel, 8x16″, in 10/12 ft., approx. $10,700. Shipment 100% U.S. flag vessel. S/A No. 371195. Shareef Engineering Works, Outside Serai Sultan.

■ Open hearth galv. plain steel sheets, prime commercial, 1.25 oz. zinc coating per sq. ft. both sides, 3x8′, 24, 26, 30 BG, $10,500. Shipment 100% U.S. flag vessel. Ref. No. OSB/1. S/A No. 373535. Taj Din Mohd Iqbal, Main Bazar, Gojra, Distt., Lyallpur.

■ G.p. sheets, commercial, 1.25 zinc coating, bright, soft, to ASTM A-361-59-T. Any standard size, gauges 16, 18, 20, 22, 24, 26, 28, 30; m.s. sheets, commercial, soft CRCA, pickled, oiled, to ASTM A-366-58T, size 6x3′ and/or 8x3′, gauges 16, 18, 20, 22, 24, 26, 28, 30; m.s. joists, hot rolled, primed commercial, to ASTM A-7, random lengths 6x3⅜, 7x3⅝″, $10,500, c&f. S/A No. 370927. Mohammed Yousif Bros., Importers, Exporters, 1 Market Rd., Nawabshah.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Hard drawn bright steel nail wire, low carbon, to SAE 1010, in catchweight coils of 8/10 SWG, 15 tons each; 12 SWG, 40 tons; 14 SWG, 15 tons. Ref. No. SM/786/IMP/9821. S/A No. 357537. Nawab Industries, Bunder Rd., Sukkur. Cable: NAWAB.

All to be financed by loan not yet authorized. U.S. source. Quotation date May 4. SBC-193.

■ Stainless steel sheets, AISI 302/304, 2B or 2D finish, cold rolled, annealed and pickled; standard sizes; gauges 18, 20. Stainless steel bars, round, AISI 410, random mill length, 5/16". Electrical silicon steel sheets, armature grade, AISI M-43; max. core loss 1.30 lb. at 50 cycles, 10.000 gausses; one or both sides insulated; 3'x8'; 26 gauge. $10,500. 100% U.S. flag vessel. S/A No. 247635. Ref. No. PC/CIE/USOMW/64/1969. Messrs. Jama; Malik & Bros., T-727 Bazar Sarafa, Rawalpindi, W. Cable: same.

■ G.p. iron sheets, commercial, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides; 8'x3'; BG 24. 26, 30. Steel sheets, c.r., commercial, to ASTM A-366-58T; 8'x3'; BG 18, 22, 24. M.s. plates, h.r., commercial, to ASTM A-415; 8'x4'x⅛", ¼". R.s. joists, to ASTM A7-58, standard lengths 30 ft. and up; 6"x3", 7"x4", or American equivalent; $10,500. S/A No. 366031. Ref. No. PC/CIE/USOMW/64/2023. Messrs. Muhammed Dawood S/o. Tayab, Shop No. F 103/157, Sindhari Rd., Mirpurkhas.

To be financed by loan not yet authorized. U.S. source. Quotation date May 4. SBC-195.

■ G.c.i. sheets, length 6'-10', BG 24 and 26, 1.25 oz. zinc coating. M.s. plates, hot rolled, thickness ⅛", 3/16", ¼". G.p. sheets, BG 26-32, 1.25 oz. zinc coating. Prices per l.t. c&f Chittagong. G.O. pipe, British threads and couplings, 18/20' length, dia. 1½", 2", 3"; prices per 100 rft. 100% U.S. flag vessels, freight charges indicated separately. Approx. $10,500. S/A No. 314643. Kazemi & Co., 305 Kadam Mobarak, Chittagong.

■ G.c. steel sheets, commercial, 1.25 oz/sq. ft; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG; 6'-10'. Each size $2,100. S/A No. 302940. Md. Abdul Matin, P.O. Gunabati, Dist. Comilla. Cable: same.

■ G.c. steel sheets, commercial coating, 1.25 oz. per sq. ft; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; BG 26; 6'-10'; approx. $5,250. M.s. plates, commercial, hot rolled, 4'x8', thickness ⅛"-1"; approx. $2,600. M.s. sheets, CRCA, commercial, oiled, pickled, annealed; 3'x6', 4x8'; BG 12. 14, 16, 18; approx. $2,600. S/A No. 306973. Mollah & Sons, 29 Love Lane, Chittagong. Cable: same.

■ G.c. iron/steel sheets, 1.25 oz. zinc coating, prime commercial quality; 6'-10'; 24 BG; packed in bundles; $10,500; c&f Chittagong. Prices per l.t., freight indicated separately, 100% U.S. flag vessel. S/A No. 317654. Southern Trading Corp., 49 Kazim Ali Rd., Chittagong.

■ G.c. iron/steel sheets, 1.25 oz. zinc coating, prime commercial quality; 6'-10'; BG 24, 26; packed in bundles; $10,500; c&f Chittagong. Prices per l.t., freight indicated separately, 100% U.S. flag vessel. S/A No. 316210. N. Alam & Co., 71 College Rd., Chittagong, E.

■ M.s. plates, hot rolled, commercial, 3'x6', thickness 3/16", ¼"; approx. $3,150 each. Galvanized iron-steel pipes, British threads and sockets; 1½", approx. $1,200; ½", approx. $600; ¾", approx. $1,000; 1", approx. $1,200. S/A No. 320268. Md. Kabir & Sons, New Market, Chittagong. Cable: same.

■ G.c. steel sheets, commercial coating 1.25 oz./sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG; 6'-10'; each $2,100. S/A No. 313649. Karnafully Navigation Co., 116 Poet Nazrul Islam Rd., Chittagong. Cable: KARNAVICO, Chittagong.

■ G.c. steel sheets, commercial quality, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG; 6, 7, 8, 9 ft; approx. $2,625 each. S/A No. 314394. Madina Atta & Flour Mills, Kastoghar, Sylhet. Cable: same.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating; 10/3" corrugations, width 32" after corrugation; length 6-10 ft.; 26 BG; $10,500. S/A No. 286806. Hajee Syed Ahmed Chowdhury, 66 Main Chakti, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; to ASTM A-361-59T; BG 26x6, 7, 8, 9, 10 ft; in hand bundles of 150/200 lb.; approx. $4,200. Galv. steel pipes, British and American threads and sockets, random lengths 18-22 ft., to ASTM A-102; ½", ¾", 1", 1½", 2"; approx. $3,150. G.p. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM A-361-59T; 4'x8', BG 16, 18, 20; 3'x6', BG 22, 24, 30; 3'x6', GSG 31; approx. $3.150. S/A No. 306696. A. Karim & Co., Chawk Bazar, Comilla.

■ G.c. steel sheets, BG 26, prime quality, 1.25 oz. zinc coating per sq. ft, 10/3" corrugation, 32" wide after corrugation, length 6'-10'. S/A No. 324157. Zahur & Brothers, Dacca Trunk Rd., Pahartali, Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating, 10/3" corrugations, 32" wide after corrugation, length 6'-10', BG 26; $10,500. S/A No. 278477. Sirajuddin Ahmed Chowdhury, Lohagara, Amirabad, Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 8. SBC-192.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3" corrugation, 3'x6'-10' BG 24 and/or 26, to U.S. standard specifications; $10.500; f.a.s. U.S. port, ocean freight per l.t. indicated, U.S. flag vessel, c&f Chittagong. Quotation date May 11. U.S. source. S/A No. 286559. S. A. Kalam, Nawabganj, Rangpur, E. To be financed by loan not yet authorized. SBC-192.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; BG 26x6'-10'; in bundles of 150/200 lb.; to ASTM A-361-59T; approx. $6,300. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., ½"-4", to ASTM A-120; approx. $4,200. S/A No. 318146. Haji Noor Ahmed Sowdagar, 251 Khatunganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; to ASTM A-361-59T; BG 24, 26x6'-10'; approx. $4,200. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., dia. ½"-6"; to ASTM A-120; $6.300. S/A No. 297351. Isaak Haji Shakoor Haji Jamal Co., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; BG 26x6'-10'; in hand bundles of 150/200 lb.; to ASTM A-361-59T; $5,250. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., ½"-4", to ASTM A-120; $5,250. S/A No. 315435. Islam Trading Corp., Haji Company's Launch Ghat, Chawk Bazar, Barisal.

■ Nail wire, bright, hard drawn, BG 8-15; approx. $22,000. S/A No. 290964. Epak Traders (Industrial Division), 60 Motijheel, Dacca. Cable: RAZACO.

■ G.c. steel sheets, 1.25 oz. zinc coating/sq. ft., prime, 10/3" corrugation, 3'x6'/10', BG 26. G.i./steel pipe, random length 20-25 ft. and above; ½"-2½". $10,500. S/A No. 324080. Bazal Ahmed, 124 New Chaktai, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz./sq. ft. coating, 10/3" corrugation, 32" wide after corrugation. 26 BGx6'-10' length; $10,500. S/A No. 314541. Abdul Muttalib Chowdhury & Sons, P.O. Mirzakhill, Satkania, Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 7. SBC-192.

■ M.s. billets, 2"-4" square; length 18'-20' with 10% down to 10', heat marked and die stamped, rerolling quality, to SAE 1020/1025/1030; approx. 10,000 tons. Quotations must be given separately for f.o.b., f.a.s., c&f basis. Ref. No. FEX:BR:132. To be financed by loan not yet authorized. National Bank of Pakistan, Rawalpindi Cantt. U.S. source. Quotation date May 6. A. Ismailjee & Sons, Ltd., P.O. Box 39, Adamjee St., Rawalpindi. SBC-196.

■ Hot rolled steel strips, suitable for manufacture of pipes by electric resistance welding process; 1" I.D., 2.65 mm. thick; 2" I.D., 2.90 mm. thick; 2,000 tons each; ref. No. FE/LC/OSB/46/20023. Same; I.D. 1½", 2.90 mm. thick; 3,500 tons; ref. No. FE/LC/OSB/47/20024. Same; ½" I.D., 2.00 mm. thick, 1,500 tons; ¾" I.D., 2.35 mm. thick, 1,000 tons; ref. No. FE/LC/OSB/48/20025. To certain chemical analyses, untrimmed widths, tolerances. To be financed by loan not yet authorized. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca. U.S. source. Quotation date May 5. National Tubes, Adamjee Court, Dacca. Cable: TUBES, Dacca. Waiver on 100% U.S. flag vessel allowed, provided requisite certificate is obtained by suppliers from Economic Minister, Pakistan Embassy, Washington, D.C., regarding non-availability of American vessels. SBC-196.★

■ Pig iron, to ASTM A-43-60; analysis: Si 2.75-3.25%, C 3-4% Mn 0.50-1.00%, Ph 0.40% max., Su 0.05% max; $10,500. 100% U.S. flag vessel. Ref. No. FE/LC/OSB/45/20018. To be financed by loan not yet authorized. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca. U.S. source. Quotation date May 5. Northern Engineering Works & Industries, Goneshtola, Dinajpur. SBC-196.

■ Pig iron, foundry grade, to ASTM A-43-60; $21,000. Ref. No. OSB-163-663. Tinplates, electrolytic/prime coke, coatings 0.25/1.25, 18¾"x 28" and/or 20"x30" to U.S. QQ-T-425; $21,000. Ref. No. OSB-162-662. Prices per l.t., c&f Karachi, ocean freight indicated separately. 100% U.S. flag vessel. M/s. Katharani Port Traders, Ganga Nivas, 28/1 Najmuddin St., Karachi. Cable: KATHARANI.

■ Pig iron, foundry grade I; analysis: C 3.5/4%, Si 2.75/3.5%, Mn 1/1.5%, Ph 0.40% max., Su 0.35% max. $10,500. Ref. No. OSB-158-658. M/s Shafiq Industries, c/o 43 Gordhandas Market, 2nd Floor, Karachi.

■ Electrolytic tinplate, cold reduced, coating .75 lb., base weight 107 lb., 20"x30", 30 G. $5,250. Ref. No. OSB-159-654. Pig iron. foundry grade I; analysis: C 3.5/4%, Si 2.75/3.5%, Mn 1/1.5%. Ph 0.40%, Su 0.35%. $5,250. Ref. No. OSB-159-659. M/s. Haji Abdul Ghafoor Haji Mohamad Siddique, C-B, 11 Gordhandas Market, Salehmohamad St., Karachi 2.

■ Pig iron, foundry grade, to ASTM A-43-60;

$21,000; ref. No. OSB-166-650. Tinplates, electrolytic/prime coke, coating 0.25/1.25, 18¾"x 28" and/or 20"x30" to U.S. QQ-T-425; $21,-000; ref. No. OSB-161-651. Prices per l.t., c&f Karachi, ocean freight rate indicated separately, usual export packing, 100% U.S. flag vessel. M/s. Katharani & Co., Ganga Nivas, 28/1 Najmuddin St., Karachi. Cable: KATHARANI.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Quotation date May 5. Tinplate subject to GSA Defense Materials Service procedure. SBC-196.

■ Coke tinplate, prime, U/A, 1.25 lb. coating, 107 lb. base weight; 18¾"x28", 20"x30", equal quantities. Electrolytic tinplate, prime, U/A, 0.75 lb. coating, 107 lb. base weight; 18¾"x 28", 20"x30", equal quantities. $500,000. Subject to GSA Defense Materials Service procedure. Quotation date May 6. Ref. No. ICA: OSB:BKS/1580. Burma Oil Mills Ltd., West Wharf Rd., Karachi. Cable: BUROIL, Karachi.

■ M.s. strips, CRCA, cold rolled, soft, deep drawing quality, to ASTM A-365-58T, in coils; 21"xBG 24, 26, 28; $10,500; c&f Karachi. Quotation date May 5. Ref. No. ICA:OSB: BKS/1566. Muhammad Ismail Thakar and Sons Ltd., D-4 Manghopir Rd., S.I.T.E., Karachi 16.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. SBC-196.

■ Electrolytic tinplate, prime, U/A, coating 0.25 oz., B.W. 107 lb.; 30/26 gauge; 20"x30", 18¾"x28"; $10,500; c&f 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. M/s New Zenith Scientific Works, Badami Bagh, Lahore.

■ Pig iron, foundry grade, ASTM A-43-60; analysis: Si 2.5-3.00%, Mn 1% max., Ph 0.5-0.7%, Su .045% max., C 3.5-4.2%; $31,500. M/s. Fazal Mohammad & Sons, G.T. Rd., Gujranwala.

■ Pig iron; analysis: Si 2.5-3.5%, Ph .60-1%, C 3-4.20%, Mn .50-1%, Su .50% max.; $10,-500. Ishaque Industries, Krishan Nagar, Gujranwala.

■ Pig iron, to ASTM A-43-60; analysis: Si not less than 2.5%, Su not more than 0.05%; $10,500; c&f Karachi. 100% U.S. flag vessel. Muiz & Co., Badami Bagh, Lahore.

■ Foundry grade pig iron; $10,500. M/s. Bhutta & Co., 98 Railway Rd., Lahore.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Lahore. Quotation date May 6. Ref. No. FE/LC/OSB/83/6961. SBC-196.

■ Pig iron, to ASTM A-43-60; analysis: Si 3.25/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su .05% max., C 3.5/4.2%; $10,500. Any U.S. standard specification acceptable; fas/c&f. M/s. The Famous Engineering Works (Regd.), Gondlanwala Rd., Gujranwala.

■ Electrolytic tinplates, base weight 107/108; 28½x18-¾, 30x20; approx. $10,500; c&f/fas. M/s. M. Bilaur Din & Sons, Bazar Dalgran, Peshawar City, W.

■ M.s. steel billets, USS basic open hearth, semi-finished, rerolling quality, to SAE 1025/1030, length 18 ft. or above; 2", 2½", 3" square. $10,500. Imam-Ud-Din and Sons, Chah Jattan, Sialkot 1.

■ Pig iron, to ASTM 43-60; $315,000; c&f Karachi. 100% U.S. flag vessel. M. Shabbir Ahmad & Brothers, Badami Bagh, Lahore, W.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/82/6960. Quotation date May 5. SBC-196.

■ Tinplate, soft, commercial quality; worked one side from first quality material, plain and/or lacquered reverse side; 20"x28" and larger, 70/107 lb. base weight, unassorted; 50/75 l.t. Tinmill black plates, mill excess quality, 20"x 28" and larger, 29/32 gauge, unassorted, flat and clean material; 25/50 l.t. Tinplate strips, soft commercial quality, cut from first quality tinplates, 0.25 coating, bright both sides, width 2"-3", length 15" and longer, unassorted, 107 lb. and lighter B.W.; 10/15 l.t. In metal containers for export. 100% U.S. flag vessels; c&f Chittagong. Quotation date May 4. Ref. No. FE/LC/OSB/44/19037. Pak Industry Promoters, 122 Jagannath Saha Rd., Dacca. Cable: BENGALBASI, Dacca. To be financed by loan not yet authorized. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca. U.S. source. Subject to GSA Defense Materials Service procedure. SBC-196.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; packed in bundles of 150/200 lb., to ASTM 361-59T, BG 26x6, 7, 8, 9, 10 ft.; approx. $8,400. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, ½"-4"; approx. $2,100. S/A No. 308239. Syedul Hoque & Brothers, 264 Khatunganj, Chittagong.

■ G.c. steel sheets, prime quality. 1.25 oz. zinc coating. 10/3" corrugation. ⅝" deep. BG 24-26, 6'-10'; approx. $10,500. 100% U.S. flag vessels. S/A No. 308182. Nuri Syndicate, Terri Bazar, Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating: 10/3" corrugations. ⅝" deep, 32" wide after corrugation: packed in hand bundles of 150/200 lb.; to ASTM-A-361-59T: BG 26x 6, 7. 8. 9, 10 ft; approx. $4 200. Galvanized steel pipes, British and American threads and sockets, random lengths 18-22 ft; to ASTM A-120; ½"-4"; approx. $3 500. M.s. plates. hot rolled, prime quality. mill edge. carbon 0.33% max.. 4'x8', to ASTM A-415-58T. thickness ⅛"-1"; approx. $3.150. Shahi Salt Co., Magirghat Strand Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝"deep, 32" wide after corrugation; packed in hand bundles of 150/200 lb.; to ASTM-A-361-59T; BG 26x6, 7, 8, 9, 10 ft/; approx. $5,250. Galv. steel pipes, prime, British threads and sockets up to 4" dia., American threads and sockets above 4" dia., to ASTM A-120, ½"-6" dia.; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $2,100. S/A No. 301693. Md. Yousuf & Brothers, 386 Strand Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. coating; 10/3" corrugation, 32" wide after corrugation; 26 BG x 6, 7, 8, 9, 10 ft.; approx. $10,500. S/A No. 315144. Hajee Moklesur Rahman Sawdagar, Dewan Hat P.O., Satkania Dist., Chittagong.

■ G.c. steel sheets, BG 26, prime, 1.25 oz. zinc coating, 10/3" corrugation, 32" wide after corrugation, length 6-10 ft.; $10,500. S/A No. 324147.

■ G.c. steel sheets, commercial, 1.25 oz. coating, 10/3" corrugations, 32" wide after corrugation, BG 26x6, 7, 8, 9, 10 ft. in equal assortment; approx. $10,500. S/A No. 314493. Hassan Ali, New Market, Sylbot.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., packed in hand bundles of 150/200 lb., to ASTM A-361-59T, BG 26x6-10 ft.; approx. $4,200. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $3,150. Galv. steel plain sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM 361-59T; 4'x8', BG 16, 18, 20; 3'x6', BG 22, 24, 30; 3'x6', GSG 31; approx. $3,150. S/A No. 314202. Fazlul Hoque Mia, P.O. Hajigong, Dist, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; packed in hand bundles of 150/200 lb.; to ASTM A-361-59T; BG 26 x 6'-10'; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $2,100. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, ½"-4"; approx. $2,100. Galv. steel plain sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM A-361-59T, 3'x6', 32 GSG; approx. $2,100. S/A No. 308208. Shafique & Bros., 272 Chaktai, Chittagong.

■ Cold rolled sheets, close annealed, commercial, ASTM A-366-58T, pickled and oiled, annealed, in waterproof paper lined metal containers of approx. but not more than 6,000 lb; 6'x3' or 8'x3'; BG 16, 18, 20; approx. $1,000 each gauge. Galv. plain sheets, commercial, 1.25 oz. zinc coating/sq. ft., in lifts of approx. but not exceeding 6,000 lb.; 6'x3'; to ASTM A-361-59T; BG 28, 30, approx. $2.100 each; GSG 31, approx. $3,150; c&f. S/A No. 295374. A. K. Metal Industries, 31 Mitford Rd., Dacca. Cable: same.

■ G.c. steel sheets, prime, 1.25 oz./sq. ft. zinc coating; 10/3" corrugation, 32" wide after corrugation; 26 BG x 6'-10"; approx. $10,500. S. Karim & Co., Dewanhat, Satkania, Chittagong.

■ G.c. steel sheets, BG 26, prime, 1.25 oz. zinc coating/sq. ft., 10/3" corrugation, 32" wide after corrugation, length 6'-10'; approx. $10,-500. S/A No. 324205. Solaiman & Bros., West Rupkania, Satkania, Chittagong.

■ Galv. corrugated steel sheets, commercial, 1.25 oz. coating per sq. ft., 10/3" corrugations, 32" wide after corrugation; 26 BG; 6 ft. size, approx. $3 350; 7 ft., approx. $3.600; 8 ft., approx. $3,600. S/A No. 314392. Ishaque Noor Mohamed, East Kazirbazar, Sylhet. Cable: same.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; packed in hand bundles of 150/200 lb.; to ASTM A-361-59T; BG 26x6'-10'; approx. $4,200. Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, ½"-4"; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon .33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $3,150. S/A No. 317595. S. T. Hossain & Co., 81 Pahartali Bazar, Chittagong.

■ G.p. steel sheets, 1.25 oz. zinc coating; 3'x6', 3'x8', 4'x8'; gauge 24-30; approx. $8,400. Galv. iron wire, gauge 6-10; approx. $2,100. S/A No. 304280. G.p. steel sheets, 1.25 oz. zinc coating; 3'x8', 3'x6', 4'x8'; gauge 24-30; approx. $10,500. S/A No. 295382. C&f. 100% U.S. flag vessels. Kaissar Industrial Corp., 342 Industrial Area, Tejgaon, Dacca 8. Cable: same.

■ G.c. steel sheets, commercial, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG x 6'-10; approx. $2,100 each. S/A No. 314596. Chishtia Supply Agency, 4 Daroghat Rd., Chittagong. Cable: same.

■ G.c. steel sheets, commercial, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG x 6'-10'; approx. $6,300. Galv. steel pipes, American standard weight, random length 18'-25', British threads and coupling, dia. 1½" and 2";

approx. $4,200. S/A No. 302935. Chittagong Commercial Corp., 9 Korbaniganj, Chittagong. Cable: same.

■ G.c. steel sheets, commercial, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG; 6 ft. size, approx. $2,600; 7 ft., approx. $2,600; 8 ft, 10 ft., approx. $2,600 each. S/A No. 314400. Tupkhana Rice & Flour Mills, Tupkhana, Sylhet. Cable: same.

■ G.c. steel sheets, commercial, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG; 3'x6', $1,550; 3'x7', $1,450; 3'x8', 9', 10', each $2,500. S/A No. 317200. Nasir Bakhat Choudhury, Sylhet, Reg. No. E10163 (Daramohlla).

■ G.c. steel sheets, commercial, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG x 6'-10'; $2,100 each. Or, galv. steel pipes, American standard weight, random length 18'-25', British thread and coupling, dia. ½"-4"; approx. $10,500. S/A No. 319509. S. A. Kazi & Brothers, 143 Station Rd., Chittagong. Cable: SAKAZI, Chittagong.

■ C.i. sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 3'x6'/10'; BG 24, 26. G.i. pipes, British standard threads and sockets, American standard weights, random length 16/18 ft. and above, ½"-10" dia. Black sheets, hot/cold rolled, Thomas commercial quality, prime, BG 10-30. $10,500. S/A No. 309544. Aftabuddin Ahmed, Badarganj, Rangpur.

■ G.c. steel sheets, commercial quality, 1.25 oz. coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; 26 BG x 6'-10'; $2,100 each. S/A No. 324221. Mir A. Wahab & Co., 167 W. Madarbari, Chittagong. Cable: same.

■ Galv. steel pipes, British threads and sockets, random lengths 18'-22', to ASTM A-120, ½"-6" dia.; approx. $4,200. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $4,200. G.p. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM A-361-59T,.BG 16 to GSG 31; approx. $2,100. S/A No. 305901. Gulam Mohamed Brothers, 357 Korbaniganj, Chittagong.

■ G.c. steel sheets, commercial, 1.25 oz. coating/sq. ft.; 10/3" corrugation, ⅝" deep, 32" wide after corrugation; 26 BG x 6, 8, 9, 10 ft.; $8,400. Galv. iron/steel pipes, British threads and sockets, random length 18'-25', American standard weight, dia. ¾"; $2,100. S/A No. 317723. Zakaria & Co., Jubilee Rd., Chittagong. Cable: same.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; packed in hand bundles of 150/200 lb., to ASTM A-361-59T, BG 26x6-10 ft.; approx. $4,200. Galv. steel pipe, British threads and sockets, random length 18-22 ft., to ASTM A-120, ½"-4"; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, ⅛"-1"; approx. $3,150. S/A No. 314638. Abul Kalam, Jail Rd., Feni, Noakhali.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; packed in hand bundles of 150/200 lb., to ASTM A-361-A-59T, 26 BG x 6-10 ft.; approx. $4,200. Galv. steel pipes, British and American threads and sockets, random lengths 18'-22', to ASTM A-120, ½"-4", approx. $4,200. M.s. angles, hot rolled, random lengths, to ASTM A-7; 3"x3" x¼", 3/16"; approx. $2,100. S/A No. 328484. Tazul Islam & Co., 572/B Asadganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation, packed in bundles of 150/200 lb., to ASTM A-361-59T, BG 24 and 26x 6'-10'; approx. $10,500. S/A No. 324129. Abdus Salam & Sons, Sirajowlla Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., 10/3" corrugation, 32" wide after corrugation, to ASTM A-361-59T, BG 26, 3'x 6'/10'; $10,500. S/A No. 314255. East Bengal Society, 127A Rafiuddin Siddique Rd., Reazuddin Bazar, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugation, 32" wide after corrugation, to AST MA-361-59T, 26 BG, 3'x 6'/10"; $10,500. S/A No. 314254. Hassan Brothers, 208 Khatungonj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., 10/3" corrugations, 32" wide after corrugation, length 6'-10'; $10,500. S/A No. 275919. Jahir Ahmed Chowdhury, 23 Chaktai, Chittagong.

■ Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, ½"-4"; approx. $6,300. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, ⅛"-1"; approx. $4,200. S/A No. 328309. Azad Stores, P.O. Raipur, Dist. Noakhali.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; in hand bundles of 150/200 lb.; to ASTM A-361-59T; BG 26x6'-10'; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, ⅛"-1"; approx. $2,100. Galv. steel pipe, British threads and sockets, random lengths 18-22 ft., to ASTM A-120; approx. $3,150. G.P. steel sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM A-361-59T; 3'x6', BG 22, 24, 30, GSG 31; 4'x8', BG 16, 18, 20; approx. $2,100. S/A No. 314123. Rafiq Ahmed, 1264 Asadganj, Chittagong.

■ G.c. steel sheets, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; BG 26x6'-10'; approx. $10,500. S/A No. 314376. Sunu Miah & Sons, Posari Patty, Bandar Bazar, Sylhet.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; in hand bundles of 150/200 lb., to ASTM A-361-59T; BG 26x6-10 ft.; approx. $10,500. 100% U.S. flag vessel. S/A No. 314481. Sajjadur Rahman, Bandar Bazar, Sylhet.

■ Three identical orders for: Khondakar Mohammad Ali, Pahartali Bazar, Chittagong—S.A. No. 317593; Sherif Abdul Hossain, Pahartali Bazar, Chittagong—S/A No. 317637; Tangail Stationery Stores, Pahartali Rwy. Market, Chittagong—S/A No. 317636. Galv. steel corrugated sheets, prime, 1.25 oz. zinc coating; 10/3" corrugations, ⅝" deep, 32" wide after corrugation, in hand bundles of 150/200 lb., to ASTM A-361-59T, BG 26x6'-10'; approx. $4,200. Galv. steel pipes, British threads and sockets, random lengths 18'-22', to ASTM A-120, ½"-4"; approx. $3,150. M.s. plates, hot rolled, prime, mill edge, carbon 0.33% max., 4'x8', to ASTM A-415-58T, thickness ⅛"-1"; approx. $3,150.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, ⅝" deep, 32" wide after corrugation; in hand bundles of 150/200 lb.; to ASTM A-361-59T; BG 26x6'-10'; approx. $10,500. 100% U.S. flag vessel. S/A No. 317181. Gulshan Traders, Howapara, Sylhet.

■ G.c. iron/steel sheets, new, prime quality, commercial coating 1.25 oz./sq. ft.; 10/3" corrugation, ⅝" deep, 32" wide after corrugation; 26 BG; 3'x6'-10'; approx. $10,500. S/A No. 273298. Abul Mohsin Chowdhuri, 57 S. Nalapara, Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 8. SBC-194.

■ **THAILAND**—Indented high tensile reinforcing wire, 4 mm. dia., min. tensile strength 175 kg. per sq. mm, 200,000 kgs. Invitation No. PDC-MEA-186. Loan No. 19. Worldwide (899). Bid deadline May 8. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok, Cable: METELEC, Bangkok. Single copies of complete invitation to bid available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. 20008. SBC-191.

■ **TURKEY**—Austenitic stainless steel sheets, max. 08%, cold rolled, softened, descaled to AISI 304, prime, thickness 23, USG sizes 72x32", 48x96", packing skids, superintendence certificate required, approx. $31,000; fas. IL No. 003009. Austenitic stainless steel sheets, max. .08% C, cold rolled softened, descaled to AISI 304, prime, thickness 23, U.S. gauge, size 72x32", 48x96", 48x122", or same, mill over run size deviation, plus 2½% permissible. Export packing on skids, superintendence certificate required, $9,800; fas. IL No. 003022. Gulok Ticaret ve Sanayi Ltd., Sti., Halaskargazi Cad. 133, Pangalti, Istanbul. Cable: GULOKLAR, ISTANBUL.

■ Original Lexington steel electrolytic tinplate cobbles, assorted to size per skid and gauge, mostly 90/107 lb., base weights 75/107 lb., in sizes 18x24" and larger, soft temper, 0.25 lb. coating, approx. $10,000, two exact orders, IL Nos. 003006, 003029. Ahmet Karacaoglu ve Ortagi, Galata Fermeneciler Cad. No. 15-17, Istanbul.

■ Electrolytic tinplate, 18x24" and larger, bright both sides, 95/107 base weight, soft temper 3, $10,000; C&F Istanbul. IL No. 3001. Mehet Dalamanli, Tersane caddesi Bugulu sok, Ugur Han 18, Galata, Istanbul.

■ Plain galv. steel sheets, sizes 1000x2000 mm. in thicknesses of 0.35 to 0.50 mm., assorted to side and gauge, and/or corrugated galv. steel sheets, lengths 7 to 10', corrugation 10/3", thickness 0.35 to 0.50 mm., assorted, approx. $12,100; c&f. IL No. 003024. Armina Zambak, Yemeniciler caddesi No. 103-105, Galata, Istabul.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 90g/107 lb., size 18x 24" and larger; or electrolytic cobbles, $6,000; c&f. IL No. 3008. Rafael Filosof ve Ort. Koll. Sti., Tahtakale, Prevuayans Han 5, Istanbul.

■ Hot dipped coke tinplate waste waste, assorted to size and base weight, 18x24 and larger, 107 lb. and lighter, approx. $7,500. IL No. 3023. Nesim Sisa ve Avram Baruh Kol. Sti., Veli Alemdar han kat 4, No. 6/3, Galata, Istanbul.

■ Stainless steel sheets, to AISI 430, 2B finish, prime or prime mill excess, size 1x2 meters, or approx. 40x80", evenly distributed between gauges 14, 17, 20, 21, 22, 26, $7,500. IL No. 3046. Isak Hakmen ve Ort. Koll. Sti., Tersane Cad. No. 45, Galata, Istanbul.

■ Electrolytic tinplate W/W T 3, bright, assorted to size and base weight, 18x24" and larger, 100/107 lb.; electrolytic tinplate cobbles 107 lb. and lighter, 18x24" and larger, original mill packing; electrolytic tinplate waste waste T-3 bright, assorted to size and base weight, 18x24" larger, 70/107 lb., approx. $20,000; cif. IL No. 3004. Beria Sevim Kula, Posta Kutusu No. 1007, Galata, Istanbul.

■ Tinplate packed in single steel wrapped metal units, weighing 2,000 lb. min., max.

3,000 lb., each on wooden skids not over 4" high, 112 sheets per pkg., 75 lb. coating, plain material, sizes 18½x27½x100, basic weight ¾ of total weight 20x30x107, basic weight ¼ of total weight, approx. $12,000. IL No. 003027. Yarimca Nisasta ve Glikoz FAB, T.A.S., Kantarciliar Yeni Kozluca Han Kat 5, Eminonu, Istanbul. Cable: MISFAB, Istanbul.

■ U/A hot dipped tinplate 1.25 lb. coating, 18¾x28", 20x30", 107 lb.; electrolytic tinplate waste waste assorted to size and base weight, soft temper, bright finish, 0.25 coating, or better, 80/107 lb., base weight 18x24" and larger; electrolytic tinplate cobbles, not assorted to size and base weight, 18x24, larger; electrolytic tinplate cobbles, not assorted to size and base weight, 75/100 lb. base weight, 18x24" and/or 10x10", larger, $10,000. IL No. 003017. Demir ve Malzeme Ticaret, T.A.S., Tersane Caddesi, 144/146, Galata, Istanbul. All offers required in original mill export packing or cif basis.

■ Electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb., lighter, 18x24", larger; and/or electrolytic tinplate waste waste, same, $10.000. IL No. 2999. Serattar Ithalat Ihracat T.A.S., Galata, Okcu Musa Caddesi 36-38 Serattar Hani Kat 3, Istanbul. Cable: SERATTAR, Istanbul.

■ Electrolytic tinplate U/A, superdraw in multiple package containers of approx. 2,000 lb. net each, on solid platforms with runners 2½" high, full paper lined. Inspection certificate of first class mills. Nominal coating base box 0.50, 100 lb. weight, 21" width x 30" length; 107 lb., 18¾"x28", 20x30", sheet packages 112, temper 3; approx. $20,000; c&f. IL No. 003043. Turk Petrol ve Madeni Yagler T.A.S., Bankalar Cad. Assikurazioni Generali, Han Kat 4, Istanbul, Galata.

■ Commercial flat galv. steel sheet, 1.25 oz. coating, packed in 2-ton metal containers, 1000x2000, x 0.30, 0.35, 0.40, 0.45, 0.60, 0.70, 0.80, 0.90, 1.00 mm., $12,100. IL No. 3033. Guvenal Muharrem Akbayir, Istanbul, Galata Tersane Cd., No. 103, Istanbul.

■ Commercial flat galv. steel sheets, 1.25 oz. coating, packed in 2-ton metal containers, 1000x2000x0.30, 0.35, 0.40, 0.45, 0.60, 0.70, 0.80, 0.90, 1.00, 1.20, 1.50, 2.00, 3.00 mm., approx. $30,000. All offers required in original mill export packing on fob and cif basis. IL No. 3028. Gazioglu Kardesler Koll. Sti., Ahmet ve Fikret Gazioglu, Galata, Tersane Cadd., Yaprak Cikmazi Sokak 3/5, Istanbul.

■ Commercial flat galv. steel sheets, 1.25 oz. coating, packed in 2-ton metal containers, 1000 x2000x0.30, 0.35, 0.40, 0.45, 0.60, 0.70, 0.80, 0.90, 1.00, 1.20, 1.50, 2.00, 3.00 mm., $7,250. IL No. 3034. Ahmet Gazioglu, Gazioglu Han, Kayseri, Istanbul.

■ Original mill packing electrolytic tinplate cobbles, assorted to size per skid, approx. assorted to gauge base weights 75/107 lb., predominantly 90/107 lb., in sizes 18x24" and larger, soft temper, 0.25 coating, approx. $10,000. IL No. 003011. Jirayr Zaman Cenberlitas, Vezir han No. 42, Istanbul, Cenberlitas, Istanbul.

■ Electrolytic tinplate waste waste assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size and base weight, 10x10 and/or 18x24 and larger, 107 lb., lighter, in original mill export packing on cif basis, approx. $10,000. IL No. 3005. Kazim Ismen ve Oglu Kamran Ismen Kol. St. Fermenciler Caddesi No. 50, Galata, Istanbul.

■ Stainless steel sheets, type AISI 304, 410, dimensions 40x120", thickness 0.50 to 2.00 mm., prime quality or excellent; seconds, finish 2B/2D, approx. $7,500. IL No. 002998. Salahattan Oguz Serdar, Kardesim Sokak No. 27, Galata, Istanbul.

■ Original Lexington steel electrolytic tinplate cobbles, assorted to size per skid and gauge, base weights 75/107 lb., mostly 90/107 lb., sizes 18x24", larger, soft temper, 0.25 lb. coating, in metal containers for export, $10,000. IL No. 003000. Ahmet Karacaoglu ve Ortagi, Galata Fermenciler Cad. No. 15-17, Istanbul.

■ Electrolytic tinplate cobbles, original mill packing, assorted to size per skid and gauge, base weights 75/107 lb., mostly 90/107 lb., size 18x24", larger, soft temper, 0.25 lb. coating, $15,000. IL No. 003013. Mas Sanayi ve Ticaret Sirketi, Galata Tersane caddesi Malzeme han No. 146/13, Istanbul.

■ Electrolytic tinplate waste waste, T 3, bright, assorted to size and base weight, 18x 24", larger, 100/107 lb.; electrolytic tinplate cobbles, 107 lb., and lighter, 18x24", larger, original mill packing; electrolytic tinplate waste T-3, bright, assorted to size and base weight, 18x24", larger, 70/108 lb., $20,000. IL No. 3002. Kamil Evirgen, Fincancilar Nasir Han no. 609, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 coating, 18¾x28", 107 lb., 20x30"; hot dipped waste waste, assorted to size and base weight, 18x 24", larger, 80/107 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 18x24", larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 10x10, larger, 107 lb., lighter, $10,000; cif. IL No. 003018. Harutun Bakalyan, Galata, Tersane Caddesi Bakir-Sokak Bakir Han No. 27/4, Istanbul.

■ G.p. corrugated steel sheets, first choice, unwrapped bundles, 1000x2000x0.35, 0.40; 10/3" corrugations x 0.35, 0.40, 0.50 mm. x 8 and 10', $6,000. IL No. 31. Mahmut Hayfavi, Uray Caddesi No. 18, Mersin.

■ Plain galv. steel sheets, sizes 1000x2000 mm., thickness of 0.35 to 0.50 mm., assorted to size, gauge; and/or corrugated galv. steel sheets, lengths 7 to 10', corrugation 10/3, thickness 0.35 to 0.50 mm. assorted, $12,000; c&f. IL No. 003036. Karabet Sambak, Galata, Tersane Caddesi No. 73, Istanbul.

■ Electrolytic tinplate cobbles, original mill packing, assorted to size of 18x24", larger, soft temper, 0.25 lb. coating, $10,000; cif. IL No. 003012. Sahak Aydant Carsikapi Nuriosmaniye, caddesi yagci han No. 1/5, Istanbul.

■ Corrugated galv. sheets, soft commercial, prime, or seconds quality, 29 GSG, 0.44 mm., 10/3" corrugation, ¾" or ⅝" deep, 32" wide after corrugation, 7, 9, 8, 10 ft.; plain galv. sheets, soft commercial quality, primes or seconds, 1000x2000x0.35, 0.40, 0.50, 0.60, 0.80, 1.00, 2.00, 3.00, 4.00, $12,100; cif. IL No. 003015. Kolmaz Ticaret Evi-Hrant Canbeden, Fermeneciler cad. No. 100, Galata, Istanbul.

■ G.c. sheets, soft commercial, prime or second quality, 29 GSG, 0.44 mm., 10/3" corrugation, ¾" or ⅝" deep, 32" wide after corrugation, 7, 8, 9, 10'; plain galv. sheets, soft commercial, prime or second quality, 1000x2000x 0.35, 0.40, 0.50, 0.60, 0.80 mm., 1.00, 2.00, 3.00, 4.00 mm., approx. $12,100; cif. IL No. 003014. Hermon Canbeden Kom. Sti., Tersane cad., Malzeme han No. 146/18, Galata, Istanbul.

All for PA No. 277-000-456-4206. U.S. source. Quotation date May 12. Subject to GSA Defense Materials Services procedure. Interested suppliers should immediately communicate with buyers if more information is needed. SBC-198.

333 Primary Smelting, Refining of Nonferrous Metals

■ **GREECE**—Lead covered junction cable of 750 pairs, with conductors of 0.8 mm. dia., 18,500 m. Ref. No. 93. Bid deadline May 19. Hellenic Telecommunications Organization Ltd,. Supply Dept., 20 Patissiou St., 1st fl., Rm. 105, Athens. Loan No. 240-H-028. U.S. source. Bids are solicited on a worldwide basis. If selected offer is from the U.S., it is expected that purchases will be financed by loan cited, or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

■ **KOREA**—Zinc slabs, special high grade, 99.99% min. zn., not over 0.007% lead, 0.005% iron, 0.005% cadmium, no aluminum; or, zinc slabs, 99.90% min. zinc, or; zinc slabs, 99.5% up zinc, or 99.5% min. zinc; c&f or cif, U.S. flag vessel. Ref. No. FFO-SAI-4-149. Korea Steel Co., Ltd., 28, 2-Ka, Taipyung-Ro, Chung-Ku, Seoul. Quotation date May 6.

■ Zinc slabs, 25 m.t., prime Western grade, zinc min. 99.5%; lead min. 1.6%, iron, min. 0.08%. Shipment c&f and/or cif South Korean Port, by 100% U.S. flag vessel. Ref. No. FFO-SAI-4-151. Quotation date May 7. Dongkuk Steel Mill Co., Ltd., 91, 4-Ka, Dangsan-Dong, Yongdongpo-Ku, Seoul.

Both for PA No. 489-901-456-4202. Limited worldwide (901). Interested suppliers should immediately communicate with buyers. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-207.

■ **PAKISTAN**—Paper insulated lead alloy sheathed double steel taped armoured and served cable, 2,400 rft., 11,000 v., 3 core, .0225 sq. in. to BSS No. 480 of 1954, or equivalent specifications, tender No. VA-3/1/L-066/68587/64. Bid deadline May 6. Loan No. 391-A-066. U.S. source. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Detailed specifications may be obtained from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-191.

■ Electrolytic copper, 99.9% min., to ASTM B 5-43 579 l.t. Tender No. VA-2/AID/L-066/68072/64. Bid deadline May 6. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Attn: Miss Caparelli. SBC-204. Loan No. 391-H-066. U.S. source. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi.

PORTUGAL—Lead and antimony for manufacture of batteries. Acumuladores Autosil, S.A.R.L. (importer, manufacturer), 26-B, 26-C, Ave. 24 de Julho, Lisbon 2. WTD 3/10/64.

336 Non-ferrous Foundries

PORTUGAL—Zinc casting for manufacture of batteries. Acumuladores Autosil, S.A.R.L. (importer, manufacturer), 26-B, 26-C, Ave. 24 de Julho, Lisbon 2. WTD 3/10/64.

340 Fabricated Metal Products

★★ AUSTRALIA—Trade Mission

Wholesaler of agriculture machinery wants steel furniture for gardens. Grazcos Co-op. Ltd., 46 Young St., Sydney, N.S.W. I.R. 206-A.

342 Cutlery, Hand Tools, General Hardware

★★ AUSTRALIA—Trade Mission

Wants source of supply for builders hardware items. Hubert Stokes & Co., 32 Whiting

St., Artarmon, Sydney, N.S.W. WTD 12/8/54. I.R. 205-A.

Small manufacturing agent, representing local manfacturers of builder and plumbing supplies covering Victoria state only, interested in acquiring agencies for U.S. hardware and supplies. Donald R. Fraser Pty. Ltd., 1 Karwitha St., Vermont, Vic. I.R. 244-A.

GERMANY—High-quality hand tools, all kinds. Replies from manufacturers only; fob U.S. ports. Belzer-Werk (wholesaler, manufacturer, importer, exporter), 4-8 Hastenerstrasse, Wuppertal-Cronenberg. WTD 4/2/64.

NETHERLANDS—Manicure implements: scissors, files. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenplein, Wassenaar.

Pneumatic tools for metal and woodworking industries. Direct purchase and/or exclusive agency. Requests replies from manufacturers only. W. van Konijnenburg, N.V. (importer), 48 Prins Hendrikkade, Amsterdam-C.

SOUTH AFRICA—Garden tools, equipment, locks, household hardware, all types of tools, including power tools, do-it-yourself kits. Direct purchase and aegncy. Henwoods Ltd. (importer, wholesaler, retailer), 336 West St., (P.O. Box 3), Durban, Natal. WTD 8/3/62.

SWEDEN—Hose clamps. Direct purchase and agency. J. von Hauswolf AB (agent), Joh. Banersgatan 12, Hälsingborg.

343 Heating Apparatus, Plumbing Fixtures

★★ AUSTRALIA—Trade Mission

Wants source of supply for plumbing supplies. Hubert Stokes & Co., 32 Whiting St., Artarmon, Sydney, N.S.W. WTD 12/8/54. I.R. 205-A.

Manufacturer of heating units and steam boilers wants heat exchanger: water to water—steam to water. Presha Engineering Pty. Ltd., Ferntree Gully Rd., Notting Hill, Vic. I.R. 275.

GERMANY—Heat transfer units, small. Replies from manufacturers only; fob-fas New York. Peter Edler & Co. K. G. (wholesaler, importer), Hardtstra. 56, 4 Duesseldorf. WTD 3/23/64.

NETHERLANDS—Gas burners, related lines. Requests replies from manufacturers only. W. Doesborgh & Zonen (manufacturer, importer), Ijzergieterij, 16-18 Stationsstraat, Tegelen.

Gas and oil burners with capacity of 2 to 8 million BTU. Requests replies from manfacturers only. Olimex, N.V. (importer), 279a Oosteinderweg, Aalsmeer.

Burners, gas (2 to 40 million BTU); burners, dual, gas and oil. Requests replies from manufacturers only. N.V. Stookwerk (manufacturer, importer), 18 Geestbrugkade, Rijswijk, Z.H.

SWITZERLAND—Continuous heating furnaces, small portable stoves, infrared heaters, catalytic heaters, refrigerators for butane, propane cylinder gas. Levy Fils A.G. (importer, wholesaler), 165 Lothringerstrasse, Basel. WTD 4/3/64.

344 Fabricated Structural Metal Products

★★ AUSTRALIA—Trade Mission

Manufacturers of overhead trolly material handling equipment would like a U.S. source of supply for trolley wheels; ball bearings, hardened steel, straight flange, also geared flange, capacities (per set of 4 wheels) ½ T to 2 T. Estimated dia. of wheels besides flange 3" to 6" approx.; dustproof, self aligning, pressure lubrication. Hoisting Services Pty. Ltd., 301 Albert St., Brunswick, Vic. I.R. 362.

■ **GREECE**—Supply and erection of one, 7,000 cu. m. welded steel storage tank for diesel oil. Bid deadline May 6. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens. Loan No. 240-H-028. U.S. source. Bids are solicited on worldwide basis. If selected offer is from the U.S., it is expected that purchase will be financed by AID under loan cited, or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

349 Fabricated Metal Products

NETHERLANDS—Industrial packaging materials. Direct purchase and/or exclusive agency. Requests replies from manufacturers only. W. van Konijnenburg, N.V. (importer), 48 Prins Henddrikkade, Amsterdam-C.

Valves for all pressures and sizes. Requests replies from manufacturers only. Fa. A.J. Pannekeet & Zn. (importer, wholesaler), 4-6 Herenstraat, P.O. Box 13, Alkmaar. WTD 3/9/64.

351 Engines, Turbines

● **AUSTRALIA**—Supply, erection, testing 2-200 MW turbo-generators, 3,000 rpm, 3 phase, 50 cycle, associated plant equipment including 3 electric motor-driven feed pumps, 2 water pumps. Tender No. 63-64/221, bid deadline June 29. State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.I., Victoria. Copy of specifications is available for reference only at Power and Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

352 Farm Machinery

★★ AUSTRALIA—Trade Mission

Wholesalers of agriculture machinery want weed control equipment, supplies, misting. Grazcos Co-op. Ltd., 46 Young St., Sydney, N.S.W. I.R. 206-A.

Manufacturer of agricultural and veterinary chemicals interested in power sprayers for application of fertilizers and weed killing chemicals to grain crops, pasture land. New Farm Rural Products Pty. Ltd., 100 McBryde St., Fawkner, Vic. I.R. 399.

Wants irrigation equipment: pumps, sprinklers, pressure regulators, couplings. Roberts Stewart & Co. Ltd., 2 Collins St., Hobart, TAS. NCIA. I.R. 296.

Wants irrigation equipment for farms or golf courses such as P.V.C. tubes, complugs, or aluminum; tractors, light agricultural machinery for attachment to light tractors. Elliotts M.F. Services, 47 Lonsdale St., Dandenong, Vic. I.R. 266.

Interested in farm gates and agricultural fabricated products of various types. William C. Lynch Pty. Ltd.,, 190-196 Burke Rd., Alexandria, N.S.W. I.R. 210.

Wants to import fertilizer spreaders for superphosphate, truck and trailer type; later license for local manufacturer. Delarue Pty. Ltd., 202-218 North St., Albury, N.S.W. I.R. 358.

GERMANY—Steam cleaners for disinfection of poultry houses. Price quotations cif German ports. Gefluegelzucht Alfred Bettmer (wholesaler), Schultenhof. 4761 Scheidingen Nr. 2 Kr. Soest. WTD 3/25/64.

353 Construction Machinery

ARGENTINA—Automobile elevators "pigeon hole system." Direct purchase of two units for 19-story building; importer wholesaler requests replies in Spanish. Direct purchase and agency. Fermin del Valle, Avda. Pte. Roque Saenz Peña 730, Buenos Aires.

★★ AUSTRALIA—Trade Mission

One of the largest import firms in Australia would like to add U.S. lines in the road construction machinery field. Davenport & Heine Bros. of Australia Pty. Ltd., 473 Bourke St., Melbourne, Vic. I.R. 256-A.

Substantial civil engineering company with equipment rental subsidiary interested in buying some special U.S. construction equipment, also collaboration with U.S. firm in developing equipment loaning activities or heavy engineering equipment field. Prentice Builders Pty. Ltd., 210 Riversdale Road, Hawthorn, Vic. I.R. 360.

Manufacturer of diamond drills and tools and importers of oil field equipment for sale in Australia interested in importing specialty equipment for mining, mineral exploration, mineral extraction and processing leading to license or joint venture. Mindrill Ltd., 64-74 Bell St., Preston, Vic. WTD 9/10/62. I.R. 251.

● **INDIA**—3 2½ cu. yd. draglines, diesel powered, air, hydraulic or electric controls, torque converter drive preferred, 80 ft. boom specified; 5 250-285 HP diesel powered crawler tractors, torque converter, power shift transmission preferred; equipped with either cable or hydraulic dozer attachment; 12 high frequency electric vibrators for concrete construction, either 3 phase 400/440 v. or single phase 220/230 v. 50 cycle. Tender No. (Worldwide) H-Pur/2=103/64G, bid deadline May 28. The Director, Purchase & Transport, River Valley Projects Dept., Gandak Project, New Secretariat Bldgs., Patna, Bihar.★ (Telephone: 202-WO-7 5566).

● Equipment for crushing, screening, stacking, wagon loading plant required for Bailadila Iron Ore Project: primary/secondary gyratory crushers; feeders; gathering conveyors; 48" belt conveyor over 2 miles in length; primary and secondary wet screening plant; classifiers hydro-cyclones; thickeners; stackers (1800-ton capacity per hr. for lump ore); arrangements for disposal of fines; ore sampling plant; overhead cranes; weightometer; metal detector. Tender No. B/F/3/63, bid deadline May 21. Specifications available from National Mineral Development Corp., N.I.T. Faridabad, (PB). Tender fee $42.00, nonrefundable. Specifications also available for inspection in ACME Division, Rm. 4025, Department of Commerce, Washington, D.C.

● 40 double tube core barrels, 1', 2', 3', 5' lengths, capable of taking out 6" dia. core in concrete complete with drilling accessories such as core barrel head, sludge barrel, 6"x 7¾" diamond core bit set in hard matrix with 90 carats of 'A' quality diamonds 30/60 S.P.C. with four waterways, 6"x7¾" bavel spring type core lifter 6"x7¾" diamond reaming shell set with 12 carats of high quality diamonds. Tender No. 581/BEAS/PR/1069/D-89, bid deadline June 22. Superintending Engineer, Procurement Circle, P.O. Talwara Township, (PB) Hoshiarpur. Tender documents available from India Supply Mission (Ref: D/ENQ/985), 2536 Massachusetts Ave., NW. Washington, D.C. 20008.★ (Telephone: 202-WO-7-5566).

NETHERLANDS—Novelties in field of small size materials handling equipment. Direct purchase and/or exclusive agency. Requests replies from manufacturers only. W. van Konijnenburg, N.V. (importer), 48 Prins Hendrikkade, Amsterdam-C.

NORWAY—Conveyor components such as elevator buckets of plastics for food industry. Roar R. Randy A/S (importing wholesaler, mfrs. agent), Sandakerveien 33c, Oslo. WTD 2/27/64.

PHILIPPINES—Construction equipment; logging machinery, equipment, supplies. Rafael C. Aquino Trading (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

354 Metal Working Machinery

See also SPECIAL TRADE LEADS on page 34.

ARGENTINA—High speed drill manufacturing machinery desired by importer. Direct purchase only, requests replies in Spanish. Miguel Coutris, Hirschberg Sociedad Anónima Argentina, Alsina 801, Buenos Aires.

★★ AUSTRALIA—Trade Mission

One of the largest import firms in Australia would like steel machinery and equipment for non-ferrous industry, also machine tools. Davenport & Heine Bros. of Australia Pty. Ltd., 473 Bourke St., Melbourne, Vic. I.R. 256-A.

Wants to buy machine tools for manufacture of agricultural pumps. Mr. W. S. Lowe & John P. Young & Associates, 2 Glen St., Hawthorn, Vic. I.R. 372.

Large surface grinders, 6-8 ft. horizontal. Rockley Engineering Co., 642 Harris St., Ultimo, N.S.W. I.R. 198.

Wants agency for tape control machine tools. Stanger & Co. Ltd. 194 Miller St., West Preston, Vic. I.R. 394.

Wants product or tools involving forgings or pressings. Cyclone Forging Pty. Ltd., Harper St., Abbotsford. Vic. I.R. 383.

Manufacturer of textile and packaging machinery wants to open machine tool division for distributions of high production heavy machine tools, have technical trained personnel, would stock equipment parts for complete servicing. The Reading Pty. Ltd., 1 Holmes St., East Brunswick, Vic. I.R. 232.

Want to be agents for heavy lathes; vertical boring mills; production type gear and hobbers, checkers; copy lathes; large surface grinders; large horizontal boring mills. Herbert Osborne Pty. Ltd., 19-27 Ireland St., West Melbourne, Vic. I.R. 380.

1 used ¼" national boltmaker 5 stations in good condition. McPherson's Ltd., 546 Collins St., Melbourne, Vic. I.R. 381. WTD 1/22/63.

Wants machine to make continuous helicoid for screw conveyors. Kimbell Adeney Mfg. Co., 24 Main St., P.O. Box 3, Lilydale, Vic. I.R. 392.

● **BURMA**—3 grinding machines 6"x1" wheel, 4,000-5,000 rpm, length 22"; 1 hand operated shearing machine to cut 14"x8 gauge; 4 drilling machines, reversible type to hold 1½" drill, speed 400-500 rpm, overall length 16". Tender No. 5/7/MACH(64), bid deadline May 8. The People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

GERMANY—Precision tools such as twist drills, thread cutting tools, reamers, milling cutters, cemented carbide tips and shapes; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase. Ernst Weisberg KG, Postfach 157/158, 5630 Remscheid-Lennep. WTD 4/1/64.

Tools, hand or power actuated of all kinds. Replies from manufacturers only; cif European ports. C. Guenther Gommann, 563 Remscheid-Hasten, Postfach 223. WTD 3/23/64.

■ **GREECE**—Milling machine tools, 23 items, such as cutting tools, face cutters, bladed cutters, cylindrical cutters, disc circular saws, single angle cutter, straight sheave, end mills, cutting mills, all various descriptions, quantities. Ref. No. 92. Bid deadline May 16. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens. Loan No. 240-H-028. U.S. source. Bids are solicited on worldwide basis. If selected offer is from the U.S., it is expected that these purchases will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

NETHERLANDS—Metalworking machinery such as lathes, drilling machinery, sheet metalworking machinery. Requests replies from manufacturers only. Goods to be imported will be sold in Netherlands and Netherlands Antilles. C. J. Lepelaers, Import-Technisch-Export (importer, exporter), 116 Sneeuwbalstraat, The Hague.

Small tools for hobbyists; small accessories, small size machinery for metalworking industry. Direct purchase and/or agency. Havo (sales agent, importer), 58c Huizerweg, Bussum.

Metal cutting tools, machines; attachments for metal cutting machines; quality products. Direct purchase and/or agency. Requests replies from manufacturers only. Oude Reimer, N.V. (importer, sales agent), 95 Soestdijksestraatweg, Hilversum.

Small tools for metalworking industry, especially cutting and clamping tools. Direct purchase and/or agency. Requests replies from manufacturers only. Van Kranenburg, N.V. (importer, exporter, wholesaler, sales agent), 205 Schiekade, Rotterdam. WTD 12/19/63.

Machine tools for metal industry. Requests replies from manufacturers only. Handelsonderneming "Nedita," (importer, wholesaler, sales agent), 62 De Leeuw van Vlaanderenstraat, Amsterdam.

UAR—Request for offers to supply machinery for annual manufacture of 30,000 automobile, tractor, diesel engine radiators; complete tool sets, detailed drawings of tools for use in producing additional tool set stocks, technical assistance in setting up production. Additional information is available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ministry of War, Factories Directorate Factory 54-Maadi, Cairo.

● **WEST PAKISTAN**—Materials and machinery for aluminothermic rail welding for use of Pakistan Western Railway. Tender No. PR-I/64/I/TR/2 bid deadline May 12. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters, Empress Rd., Lahore.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 34.

AUSTRALIA—Electrostatic flocking machine for finishing of greeting cards. Apex Display Co. Pty. Ltd., 4-10 Talfourd St., Glebe, Sydney, N.S.W.

Used single delivery paper converting machine to produce compact folded napkins at approx. 500 a minute. David Engineering Co., 114 Moor St., Fitzroy, Victoria. WTD 10/4/61.

★★ AUSTRALIA—Trade Mission

Machinery for full fashioned outerwear, false twist for bulking of synthetic yarns. Frank Lee & Co. Pty. Ltd., 116 Bouverie St., Carlton, Vic. I.R. 365.

Manufacturer of textiles and packaging machinery wishes to represent U.S. manufacturers of circular outerwear machinery, yarn processing, textile piece goods processing and dying, heatsetting (auto claves), sizing and packamatic machines. Also seeks agency/distributorship arrangement for packaging machinery such as carton forming, packing and sealing (other than glue seal type); filling machines for powders and liquids; over wrapping machines that will handle plastic films (PVC, polyethylene). The Reading Pty. Ltd., 1 Holmes St., Brunswick, Vic. I.R. 232.

Interested in potato puff-forming equipment, small fryer for companion line to their french fries. General Foods Corp., King St., Oakleigh, Vic. I.R. 243-A.

Manufacturer of packaging equipment wishes to establish contact with U.S. packaging equipment manufacturer not now represented in Australia. Australian Consolidated Industries Ltd., 500 Bourke St., Melbourne, Vic. WTD 10/8/62. I.R. 242.

Interested in agencies for all types of printing and graphic arts equipment that would supplement existing lines; would also consider manufacturing license for such equipment; also packaging machinery. Seligson & Clare Pty. Ltd., 183 Bouverie St., Carlton, Vic. I.R. 236.

Large import distributors of steel and engineering equipment and largest producers of forgings for automotive industry interested in acquiring new agencies for engineering equipment and packaging machines; also acquiring license rights to new products, particularly specialized equipment for process industries having high unit value. A.N.I. Perkins Industries Pty. Ltd., Burnie Ave., Lydcombe, N.S.W., Sydney. I.R. 229.

Manufacturer and importers of foods, food processing, equipment, supplies wants additional lines of packaging machinery for distribution. Cibernetics Pty. Ltd., 212 King St., Melbourne, Vic. WTD 1/17/64. I.R. 283.

Wants 6 automatic injection molding machines up to ½ oz., direct purchase leading to license. Kelvin Dale Products, 596 Pennant Hills Rd., W. Pennant Hills, N.S.W. I.R. 163.

Wants to make rectangular frames of steel wire from 10 gauge up to ⅜" dia., sizes from 6" on one side to 24" on other, up to 24x24" for stove or refrigerator trays. Needs complete unit to manufacture frames, including coil holder, straightener, cut off, bender. Machine can be equipped with welder to complete frame but not required. Kenco Wire Fence & Gate Pty. Ltd., 149 Williams Rd., Prahran, Vic. I.R. 393.

Wishes to purchase evaporator, input capacity 50,000 lb. hr., spray dryer, capacity 4,500 lb. powder hr. Murray Goulburn Co-op. Co. Ltd., Cobram, Vic. I.R. 306.

Wants to purchase 1 form-fill-seal pkg. machine to package dry grocery items from 1 oz. to 1 lb. in quantity. Imre Brust, 291 Alma Rd., North Caulfield, Vic. NCIA. I.R. 313.

Manufacturers of mens' hosiery looking for machinery for pre-boarding and post-boarding mens' hosiery. John Hopkins & Co. Pty. Ltd., 17 Shierlaw Ave., Canterbury, Vic. I.R. 280.

Manufacturers of ladies' & children's swimwear, slacks, hosiery looking for machine to package hosiery in P.V.C. or P.E. film. Genevieve Sportswear Pty. Ltd., Cecil St., Fitzroy, Vic. I.R. 276.

Looking for agency for weaving and combing equipment. William C. Kacjson & Co., 134 Flinders St., Melbourne, Vic. I.R. 396.

Looking for machine for winding bindings on cardboard and wrapping in PVC film in one process. Bias & Binding, Hollywood Drive, Cabramatta, N.S.W. I.R. 220.

Wishes to act as representative for U.S. manufacturer of plastics extrusion machinery leading to license (on latter would want know-how and specialty parts for local assembly). Can provide service and would stock parts. Presently manufacturing injection moulding equipemnt, has good contact with plastics industry. W. J. Handel & Co. Pty. Ltd., 705-707 Parramatta Rd., Leichhardt, N.S.W. I.R. 211.

Manufacturers of bread wrapping, other packaging machines wants agency and/or license arrangement for wide line of packaging machinery, all types. American Machine & Foundry Co. Pty. Ltd., 32 Bridge St., Sydney, N.S.W. I.R. 204.

Seafood processor wants to buy form-and-fill poly bag machine, min. of 60 p.p.m. to max. 100 p.p.m., 9"x5½" is 1 lb., 7"x5" is 8 oz. bag. Food Brokers of Australia Pty. Ltd., 8 Maribyrnong St., Footscray, Vic. I.R. 311.

Wants roller coating for continuous strip and application of PVC to steel, also electromagnetic lift for coiled steel sheets. Hills Industries Ltd., 181 Burwood Rd., Hawthorn, Vic. I.R. 347.

Interested in acquiring lines for import-distribution or licensed manufacturer of products and equipment in wool scouring, carding field, textile field generally, weaving equipment particularly. Silentbloc Pty. Ltd., Cnr. Chapman/Joseph St., Blackburn, Vic. WTD 2/24/64. I.R. 329.

Looking for agency of complete range of textile machines for cottons: spinning, carding, weaving, dying, finishing, also warp-knitting. Descourt Machine Industries Pty. Ltd., 914 Swanston St., Carlton, Vic. I.R. 326.

Interested in acting as representative or distributor of U.S. manufacturers of specialty fruit handling equipment, general paper packaging machines, equipment if not already represented or manufactured in Australia. Australian Paper Manufacturers Ltd., South Gate, South Melbourne, Vic. I.R. 378.

Wants concrete pipe making plant, complete, for regular and pre-stressed concrete pipe of 12" to 60"; one machine to cover wide range because of relatively low production. Mephan Ferguson Pty. Ltd., Gordon St., Footscray, Vic. I.R. 391.

Interested in buying circular knitting machines, automatic packaging machines for textile garments. Lilliput Mfg. Co., 579 Mt. Alexander Rd., Moonee Ponds, Vic. WTD 9/25/62. I.R. 367-A.

Building materials manufacturer wants concrete pipe making machinery. Stewart & Lloyds, Newcastle, N.S.W. I.R. 247.

Agents for textile machinery interested in agency for circular knitting and flat-bed knitting machines. Has engineering shop, experienced technicians, will be able to install, assemble, test, service machinery, will carry spare parts. C. Huppert & Co., Melbourne, Vic. I.R. 324.

Interested in representing U.S. manufacturers of guillotines, saws, proof presses which would go in "composing room"; equipment such as printing ink, line up tables, ascorlux printing lights. Interested in any firm that manufactures in the fields of "composing room equipment" who are not already represented in Australia. Monotype Co. of Australia Pty. Ltd., 142 Pelham St., Carlton, Vic. I.R. 245.

Looking for agency for high speed rotogravure printing equipment; also interested in U.S. license and know-how or joint venture with good U.S. firms for manufacturing of packaging machinery, materials, who do not have Australian subsidiary or close affiliates. For models that do not lend themselves to local manufacturing, interested in agency. Swift & Co., 149 Milton St., Ashfield, N.S.W. WTD 2/64. I.R. 214.

Looking for machinery to fill spaghetti and tomato sauce, without breaking length of spaghetti, into 301x411 and 401x411 can sizes; machine to fill baked beans and tomato sauce into 301x411 and 401x411 size cans; volumetric fill; later check weight, speeds 100-120 cans per minute; machine to core and peel tomatos for solid pack 4 tons per hour capacity, same machine to also peel red beets for canning at different time of year; equipment to peel potatos and carrots; bottle labeling machine, 400 bottles per min., for tomato catchup-shaped bottles, two labels per bottle including a neck label; slicing and blanching equipment for solid pack sliced apple. Fowlers Vacola Mfg. Co. Ltd., 257 Burwood Rd., Hawthorn, Vic. WTD 12/13/63. I.R. 355-A.

Polypropelene machine to side-seam bags with electric eye for pre-printed material, .001 to .004, 7"x4" to 24"x18"; if not in same machine, 2nd piece of equipment to make bottom seal and cut off; at least 60 bags per minute capacity. Apaco Pty. Ltd., P.O. Box 39, Burwood, Vic. I.R. 261.

Interested in shrink films and packaging equipment for foods, apple size grading and packing equipment, washing and waxing equipment. Traders & Transport Pty. Ltd., 215a Thomas St., Sydney, N.S.W. I.R. 202.

Wants tubing bender for furniture manufacture. Intercommerce Pty. Ltd., 24 Market St., Melbourne, Vic. WTD 7/30/63. I.R. 285.

GERMANY—Industrial and commercial food processing machinery, equipment, such as: machines for canning, coffee processing, confectionery, food filling and packaging, potato chip, processed food; any new types of machinery in this particular field; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation; agent, distributor, importer requests replies in German. Wilhelm Jaeger, 47-49 Grabenstrasse, 533 Koenigswinter. WTD 3/24/64.

● **GREECE**—Cannery equipment for fruit, vegetables; estimated value $100.000 (3-million drachmas), including installation costs of about $20,000 (600,000 drachmas). Bid deadline May 6. Agricultural Bank of Greece, Directorate of Agricultural Industries, 11 Solonos St., Athens. Specifications available in Greek only.★ (Telephone: 202-WO 7-5589).

■ **INDIA**—300 ton capacity press brake. Ref. No. 11(9)/63-AID.II. IL No. P/CG/2040368/R/DL/18/C/H/18/C.G. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation date May 15. Textile Machinery Corp., Ltd., P.O. Belgharia, 24 Parganas, W. Bengal. Cable: TEXMACO, Calcutta, where additional information is available. SBC-191.

MALAYSIA—Screw type injection molding machines, one set each: 3 oz.; 8 oz.; 32 oz.; manufacturer, importer, exporter requests term arrangement. The Federal Plastic Industries Ltd., 20 Jalan Penchala, Petaling Jaya, Selangor. WTD 6/3/63.

NETHERLANDS—Bookbinding machinery. Direct purchase and/or agency. Requests replies from manufacturers only. N.V. Lema (importer, wholesaler), Grafische Afdeling, 287 Grotestraat, Waalwijk.

NEW ZEALAND—Automatic machine for producing smokers' pipe cleaners in 6¾" lengths. Dept. of Scientific & Industrial Research, Information Bureau, P.O. Box 8018, Wellington (attn: Mr. J. Major, Technical Information Officer—Ref. No. 9124).

★★ NEW ZEALAND—Trade Mission

Wishes to import machine to make bobby pins. Offering should also include quotations on wire. Modest production requirements 2 to 3,000,000 pins per month. B. H. Nixon & Sons Ltd., Box 1445, Christchurch. I.R. 17.

NICARAGUA—Bakery machines; importer, retailer requests replies on medium priced equipment needed to set up complete bakery facilities. Porfirio Molina, Jinotega.

PHILIPPINES—Plywood manufacturing equipment, supplies. Rafael C. Aquino Trading (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

SWEDEN—Apparatus for chemical, pharmaceutical, paint industries. Direct purchase and agency. J. von Hauswolff AB (agent), Joh. Banersgatan 12, Hälsingborg.

● **VIET-NAM**—Machine to produce 6,000 mt per year thin paper from wood pulp, bagasse or rice-straw bleached pulp. Tender No. PM 2-01, bid deadline in June, but not specified. Cong Ty Giay va Hoa Pham Dong Nai, Boite Postale 16, Saigon.★ (Telephone: 202-WO 7-5589).

356 General Industry Machinery

★★ AUSTRALIA—Trade Mission

Wants diaphram-type compressor for CO_2 free air, high pressure compressor for charging CO_2 cylinder. Industrial Protective Co., 178 Ferrars St., South Melbourne, Vic. I.R. 385.

Wants hand pump, semi rotary or reciprocating for oils and gasoline for farm use. Specialized Equipment Supply Co., Suite 18, 428 St. Kilda Rd., Melbourne, Vic. I.R. 332.

Wants needle roller, taper roller bearings for use in ball bearing assembly plant. Anti Friction Bearings Ltd., 11 Wellington St., Windsor, Vic. WTD 3/6/62. I.R. 269.

Manufacturer of cooling towers wants line of speed reducers up to 50 h.p. to run fan blade for cooling towers. Lakeside Equipment Pty. Ltd., 228 Clarendon St., East Melbourne. WTD 12/6/63. I.R. 343.

Wholesaler of agricultural machinery wants fire fighting equipment, pumps. Grazcos Co-op. Ltd., 46 Young St., Sydney, N.S.W. I.R. 206-A.

Importer of meters and controls would like source of chemical feed pumps, capacity up to 50 imperial gal. hr. for water treatment industry. Chlori Meter & Control Co., 458 Waverley Rd., East Malvern, Vic. I.R. 309.

GERMANY—Generators, steam operated, small, portable or stationary. Replies from manufacturers only; fob-fas New York. Peter Edler & Co. K.G. (wholesaler, importer), 56 Hardtstrasse, 4 Duesseldorf. WTD 3/23/64.

NETHERLANDS—Water heaters, U.S. type. Direct purchase. Requests replies from manufacturers only. Ing. Bureau Lemet Chromium, H. v.d. Horst, N.V. (importer), 11-21 Herenstraat, Hilversum.

Low pressure hydraulic apparatus (2,500-3,000 psi); high pressure hydraulic apparatus; hydraulic presses for cattle food machinery and chalk stone. Direct purchase a/o agency for Europe. Requests replies from manufacturers only. N.V. Machinefabriek Frans Smulders (manufacturer, importer, exporter), 20 Croeselaan, Utrecht. WTD 1/7/61.

■ **PAKISTAN**—Water pumps, domestic and industrial, other than centrifugal type, 200/220 v., a.c. single phase, ½, ¾, 1 h.p., spares, $4,000; water pumps, domestic, industrial, 400/440 v., a.c., single phase, 50 cycles, 1 to 5 h.p., spares, $3,000; industrial type air conditioners, spares, $2,000; commercial type deep freeze units over 15 cu. ft., capacity, spares, $1,000; ice cream making machine having over ¼ h.p. motors, spares, $1,000; single phase 200/220 v., a.c., 50 cycle, capacitor start, horizontal foot mounted with ball and roller bearing/sleeve bearing, size ¼ h.p. in 1500 rpm, 3000 rpm, $3,000; three phase 400/440 v., a.c., 50 cycles, slip ring induction motors standard screen protected, drip proof, horizontal footmounted, standard shaft extension, 5-60 h.p., 100 h.p., 6 and 4 poles, $1,000; three phase 400/440 v., a.c., 50 cycles, squirrel cage induction motors, explosion proof, pole changing type, horizontal foot mounted with standard shaft extension, size 1 to 40 h.p., 4 to 6 poles, $2,000; spares for machinery, $1,350. IL No. 392810. To be financed by loan not yet authorized. U.S. source. Quotation date May 7. Associated Electrical Industries, Pakistan, Ltd., Shernaz House, West Wharf Rd., P.O. Box No. 4958, Karachi 2. SBC-206.

■ Spare parts for drilling rigs, Failing Rigs Model 1500, 163 items such as bearings, seals, sprockets, bearing balls, liners, gaskets, couplings, packing, oil pump drive gears, bushings, pressure gauges, hoses. Commodity code Nos., 7403 and 7409. Tender No. MPO/C-106/US Loan/63-484-D/64. Lubrication equipment, 10 each, consisting of: combination h.p. pump, 40: 1 ratio, spring reel unit, chassis lube service, for 400 lb. drums; comb. medium pressure, 25: 1 ratio, pump and spring reel unit, track roll lube service, for 400 lb. drums; comb. low pressure, 6: 1 ratio, pump and spring reel unit, fluid lube gear, motor and air compressor oils service, for 400 lb. drums, 2 each. Tender No. MPO/C-106/US Loan/64-414-D/64. Diesel driven welding sets, 240 amps. continuous hand welding, 300 amp., intermittent hand welding cumulatively compound with welding generator, drip proof enclosure. Tender No. MPO/C-106/US Loan/64-413-D/64. Loan No. 391-H-072. U.S. source. Bid deadline May 11. Office of General Manager, Machinery Pool Organization, WAPDA, 56 Gulberg Rd., Lahore. Cable: Empio, Lahore. SBC-204. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli.

357 Office, Computing, Accounting Machines

AUSTRALIA—Cheap stapling machines, pencil sharpeners. K. Duffy, K & M Duffy Holdings Pty. Ltd., 96 Mount St., North Sydney. WTD 3/20/64.

★★ AUSTRALIA—Trade Mission

Wants portable steam cleaning unit for cars. Intercommerce Pty. Ltd., 24 Market St., Melbourne, Vic. WTD 7/30/63. I.R. 285.

NETHERLANDS—Portable typewriters, interested in special offers. Requests replies from manufacturers only. Importmaatschappij "Vitex" (importer, wholesaler, retailer), 67 Zandvoorterweg, Aerdenhout.

NORWAY—Electronic weighing equipment (load cells). Direct purchase and agency. Liberg & Co. A/S (importing distributor, mfrs. agent), 6 Hausmannsgate, Oslo.

358 Service Industry Machines

★★ AUSTRALIA—Trade Mission

Interested in representing lines in refrigeration and air conditioning supplies, high vacuum pumps to 10 microns for evacuating systems prior to filling with refrigerant. J. F. Reidy Pty. Ltd., 170-180 King St., Melbourne, Vic. I.R. 234.

Interested in "hot drink" equipment, automatic or semi-automatic. Machine Made Sales Pty. Ltd., 97 Union St., North Sydney, N.S.W. I.R. 201.★

Manufacturers of heating, refrigeration, air conditioning equipment wish to broaden line as agents or under license. Dunn Air-Conditioning Pty. Ltd., 291 Moray St., South Melbourne, Vic. I.R. 227.

Wants lines in educational aids. J. J. Masem & Co. Pty. Ltd., 500 City Rd., South Melbourne, Vic. I.R. 353.

DENMARK—Soda-fountain equipment (only apparatus for drawing soda water); siphon bottles for domestic use. Fabriken Pantom (importer), 60 Hojnaesvej, Rodovre, Vanlose. WTD 4/6/64.

Machinery, equipment for big kitchens, hotels, restaurants, institutions, ships, including dish washing machines, grills, ovens, broilers, fryers, cookers, ranges, coffee makers, toasters, vegetable cutters, potato peeling machines. Scanmax (importer), 15 Pile Alle, Copenhagen F. WTD 4/6/64.

● **GREECE**—Air conditioning, refrigeration equipment for 3 dairies. Tender No. 1645/1-bis, bid deadline May 11. Agricultural Bank of Greece, Supply Service-Supplies Section, 12-14 Karageorgi Servias St., Athens.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Complete line of apparatus for air conditioning equipment. Direct purchase. Requests replies from manufacturers only. Climatica, C.V. (importer), 49c Zomerstraat, Tilburg.

■ **PAKISTAN**—Cold storage plant with refrigeration capacity of about 5 tons, $4,400; electric motors, $\frac{1}{12}$th h.p., $7,000; squirrel cage induction motors, foot mounted with ball bearings, $1,000; gasoline dispensing pumps, non-computing type, meter calibration in imperial gallons, $3,300; small portable single stage air compressor units, $1,500. To special conditions. To be financed by loan not yet authorized. U.S. source. Quotation date April 28. IL No. 392811. Volkart Pakistan, Ltd., McLeod Rd., Karachi. SBC-206.★

SWEDEN—Ultrasonic generators, equipment for cleaning; direct purchase or agency. Tele-Invest AB (wholesaler, agent), Box 2162, Göteborg 2. WTD 10/16/62.

360 Electrical Machinery, Equipment, Supplies

★★ AUSTRALIA—Trade Mission

Desires to import and distribute specialty lines of electrical equipment (except instruments) from U.S. W. G. Watson & Co. Pty. Ltd., 279 Clarence St., Sydney, N.S.W. I.R. 187.

361 Electric Transmission, Distribution Equipment

★★ AUSTRALIA—Trade Mission

Wants agency for industrial switch gear, load center equipment; will consider license; also switching electrical distribution equipment, plug in ducts. Stanger & Co. Ltd., 194 Miller St., West Preston, Vic. I.R. 394.

● **CYPRUS**—Integrating meters, 43,520, single phase, 2-wire for 240 v., 50 cycles, max. current rating 10, 40 and 80 amps.; integrating meters, 1,290, 3-phase, 4-wire for 415/240 v., 50 cycles, max. current rating 10, 25, 50, and 100 amps. Tender No. 64/1964, bid deadline May 12. Abstract of contract may be obtained from Electricity Authority of Cyprus, P.O. Box 449, Photiou Stavrou Pitta St., Nicosia or Preece, Gardew & Rider, 8/12 Queen Anne's Gate, London, S.W. 1. Tender documents are available from Electricity Authority of Cyprus on receipt of payment of £ 2 ($5.60) for set of documents. Copies of abstract available on loan basis to firms located in the U.S. from SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO-7-2312).

■ **GREECE**—66-KV, single pole, outdoor, drop-out type fuse cut-outs, 1,113 pc.; expulsion type fuse holders, 852 pc.; 22 KV, single pole fuse cut-outs, 705 pc.; expulsion type fuse links, 2,325 pc.; fuse cartridges, various descriptions, 1,675 pc. Ref. No. 91. Public Power Corp., Athens Piraeus Division, 4 Korai St., Athens. Loan No. 240-H-028. U.S. source. Bid deadline May 15. Bids are solicited on worldwide basis. If selected offer is from the U.S., it is expected that these purchases will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

● **IRAQ**—Visual approach slope indicator. Tender No. 17/64, bid deadline May 17. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

See also SPECIAL TRADE LEADS on page 34.

★★ AUSTRALIA—Trade Mission

Wants agencies from U.S. manufacturers of equipment for radio frequency sealing of plastics and electronic registration of printing. National Television Engineering Pty. Ltd., 144 Bouverie St., Carlton, Vic. I.R. 375-A.

Wants to represent U.S. manufacturers of electrical recording instruments, electronic meters. Brown & Dureau Ltd., Cnr. Kavanagh/Ireland St., South Melbourne, Vic. WTD 6/30/63. I.R. 379-A.

Wish to act as sole Australian agents for U.S. manufacturers of specialized electrical, other engineering equipment. Alan H. & G. Reid, 347 Darebin Rd., Thornbury, Vic. I.R. 387.

Wants to represent U.S. manufacturers of small portable electric generator units. D. R. Johnston & Co. Pty. Ltd., Suite 14, Stanhill, 33 Queens Rd., Melbourne, Vic. WTD 10/4/63. I.R. 336.

■ **INDIA**—Electric times and spares, various time scales, 230 v., 50 cycles, connector and socket, total 150 Nos.; Solenoid valves various, total 600; recommended spares for 2 years' trouble-free service. C&f Bombay. Ref. No. 1(12)/64-082-Aid.III. IL No. P/RM/2133152/R/DL/18/C/H/17-18. Loan No. 386-H-082. U.S. source. Quotation date May 8. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: Walsakhar Walchandnagar. SBC-191.★

NETHERLANDS—Welder resistance, electrodes; welder accessories, resistance. Direct purchase for own account. Requests replies from manufacturers only. Weld-Equip, N.V. (manufacturer, importer, wholesaler), 19 Nieuwe Uitleg, The Hague.

Household and kitchen articles, non electric; new to all markets. Replies from manufacturers only; cif European ports. Erwin Koester (wholesaler, distributor, importer), 3 Ennest-strasse, 5283 Bergneustadt/Rhld. WTD 7/31/63.

■ **PAKISTAN**—Start and split phase motor, with and without thermal protection; squirrel cage induction motors; fan cooled motors; generating sets; compressors; time switches, printing presses, 31 items, $23,000; spare parts for machinery, $7,700. To be financed by loan not yet authorized. Quotation date May 2. U.S. source. Marshalls, Pakistan, Ltd., Shah Din Bldgs., 89 The Mall, Lahore. Cable: Marshalls, Lahore. IL No. 372023. SBC-207.★

■ **PAKISTAN**—Engine repair shop equipment, machinery, 64 items; electric repair shop equipment, machinery, 11 items; welding and fabricating shop equipment, machinery, 9 items; foundry, pattern, sawmill shop equipment, machinery, 7 items; machine shop equipment, consisting of bench drill, set of drills, 5 ton overhead bridge crane, 2 items. Tender No. AID/DO/63(A). Tender fee, nonrefundable, $4.20 each. Loan No. 391-A-033 (DLF Loan 171). U.S. source. Bid deadline May 11. East Pakistan Water & Power Development Authority, Directorate of Purchase, WAPDA Bldg., Dacca 2. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-204.

■ Concrete testing hammer; pocket penetrometers, 3; battery charging sets; electric welding plant with transformer; submersible pumps, suitable for 4 and 8" dia., 1 set each. Tender No. VA-3/L-066/67931/3/63. Bid deadline May 25. Loan No. 391-H-066. U.S. source. Government of Pakistan, Department of Investment Promotion & Supplies, Karachi. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-204.

■ Low temperature salt bath furnace for martempering, pot size approx. 12 x 14" dia., 18" deep, electrically heated with all controls for automatic operation, cold start-up electrodes, hood for furnace connecting to exhaust system. Control No. 588. Hardness testing machines, 2, for testing with 136° diamond pyramid indenter, measurement in Vickers system, size of work fairly small, complete with all accessories. Control No. 589. Machine to cut off tubing 2-6" dia. to form and chamfer pieces. Detailed quotation on all accessories suitable to this equipment to simplify operation and enlarge scope. Control No. 590. Centreless grinder, o.d. capacity approx. 1", complete with full line of accessories. Control No. 591. Loan No. 391-A-038 (DLF No. 170). U.S. source. Bid deadline May 4. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Additional information, detailed specifications from: EBASCO Services, Inc., 2 Rector St., New York, N.Y., Attn: Mr. J.D. Cassidy. SBC-204.

363 Household Appliances

See also SPECIAL TRADE LEADS on page 34.

GERMANY—Electric can openers, household; price quotations cif Hamburg or Bremen. E. Hellmut Weber GmbH. (importer, wholesaler, retailer), 5 Eifelstrasse, 565 Solingen-Merscheid. WTD 4/2/64.

NETHERLANDS—Newly styled, luxury household products of stainless steel such as tea kettles, tea pot dispensers, ashtray stands, coffe percolators, attractive design, competitively priced, for electrical products 220 v. Quotation preferably c.i.f Amsterdam or Rotterdam. Wishes to import for own account. Requests replies from manufacturers only. N.V. Metaalwarenfabriek G. Bredemeijer (manufacturer, importer), 23 Oude Torenstraat, Hilversum.

New items for household use, such as dishwashers, about $100, other articles in the household line. Requests replies from manufacturers only. Importmaatschappij "Vitex" (importer, wholesaler, retailer), 67 Zandvoorterweg, Aerdenhout.

Heaters, air space, gas-fired. Direct purchase and/or exclusive agency. Requests replies from manufacturers only. J. de Vos, N.V. (importer, wholesaler), 140 Industrieweg, Rotterdam.

Household appliances, all types. Direct purchase and/or commission agent. Oretco (importer, exporter, commission agent), Oriental-European-Trading Co., 145 Friescheweg, Alkmaar.

PHILIPPINES—Electrical appliances. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., P.O. Box 257, Manila.

SOUTH AFRICA—Household appliances, kitchenware, all types, especially novelty items, home bar accessories. Direct purchase and agency. Henwoods Ltd. (importer, wholesaler, retailer), 336 West St., (P.O. Box 3), Durban, Natal. WTD 8/3/62.

VENEZUELA—Domestic sewing machines; importer, distributor requests replies in Spanish. Bici Sport, Edificio Lepanto, Ave. Principal de Bello Monte, Caracas. WTD 3/16/64.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Electric conduit, 40 w. fluorescent lamps, copper wire and cable. Tender No. 1642/L/10, L/11, L/12, bid deadline May 7. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

GIBRALTAR—Small transistor radios. Star of India (importer, retailer, wholesaler), 108 Main St.

366 Communication Equipment

★★ AUSTRALIA—Trade Mission

Manufacturer of traffic lights and signs and traffic safety control equipment interested in acquiring agencies and/or manufacturing under license traffic signals, control safety equipment. De Neefe Signs Pty. Ltd., 229 Lennox St., Richmond, Vic. I.R. 388.

DENMARK—Film equipment, sound equipment, electronic equipment, stage equipment, accessories, including lighting equipment, for television industry. Bico Foto-Kino Import (importer), 131 Rugaards Alle, Hellerup, Copenhagen. WTD 4/6/64.

NETHERLANDS—Ribbon, tube, coaxial television cables. Metaalwarenindustrie Margon (manufacturer, importer, exporter), 17 Scherpakkerweg, Eindhoven.

367 Electric Components, Accessories

★★ AUSTRALIA—Trade Mission

Automotive electronics: transistorized ignition systems, light dimmers, garage door openers. National Television Engineering Pty. Ltd., 144 Bouverie St., Carlton, Vic. I.R. 375-A.

ENGLAND—Components, products for electronic, process control, automation industries. Agency and direct purchase. Highland Electronics Ltd. (sales agent), 26-28 Underwood St., London, N.1. WTD 3/10/64.

371 Motor Vehicles, Motor Vehicle Equipment

See also SPECIAL TRADE LEADS on page 34.

★★ AUSTRALIA—Trade Mission

Company manufacturing equipment for mobile transport vehicles desires agency for tandem drive equipment to round out existing lines. Westcott Hazell & Co. Ltd., 102 McEvoy St., Alexandria, N.S.W. WTD 9/5/60. I.R. 207.★

GIBRALTAR—Motor vehicle hardware, accessories. J.B. Haynes, Ltd. (importer, retailer, wholesaler, exporter), 27 Cannon Lane.

■ **PAKISTAN**—Tools for motor vehicle repairs, Snap-on, or equal, 92 items, various, such as spark testers, muffler tools, scrapers, drills, grinding discs, bench grinders, thread restorers, bushing driver, body jacks, booster cables, grease fitting tools, pipe wrench sets, chargers, small quantities. Loan No. 391-H-053. U.S. source. Bid deadline May 7. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Tender No. VA-3/1/L-053/68173/H/63. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-204.

PHILIPPINES—Transportation equipment. Rafael C. Aquino Trading (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

■ **TURKEY**—Jeep replacement spare parts, shafts, units, gears, 15 items, various part numbers and quantities. To fit Willys Overland specifications, c&f or cif Istanbul, transportation by U.S. or Turkish flagships, with delivery time indicated on quotation. IL No. 3092. PA No. 277-000-456-4206. U.S. source. Quotation date May 12. Halil Tascioglu, Galata Kardesim Sokak 15, Istanbul. SBC-197.★

373 Shipbuilding, Repairing

NETHERLANDS—All sorts of ship supplies, accessories, equipment (except power plants). Wishes to act as importer for Netherlands. Requests replies from manufacturers only. N.V. IJmuiden Stores (importer), 65 Treilerweg, Scheveningen.

374 Railroad Equipment

■ **INDIA**—Lubricating pads, suitable for railway axle journals, varying from 10"x4" to 10"x4⅝", to be used in axle boxes 1,000 each. Loan No. 386-H-082. U.S. source. Bid deadline May 8. Director Research, Research, Designs & Standards Organization, Alambagh, Lucknow. Tender No. BS-236/AID. Specifications and conditions from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-191.

■ **PAKISTAN**—Volute springs for axle boxes, 90 each; spring draws, 2,800 ea.; spring spiral for draw bar, 590 each; spring volute draw bars, cradle type, 13,162; spring helical central couplers, 280; auxiliary bearings, 60; outer bearings, 270; buffering and draw gear springs, 4; inner bearings, 150; side buffer recoil springs, 12,026; spring steel helical intermediate, 20; spring volutes, to various parts, 122 ea. S/A No. 040515. Tender No. PIC/249/13(Commodity Aid). Bid deadline May 8. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Loan No. 391-H-066. U.S. source. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-191.

■ **PAKISTAN**—Underframes, railway wagons, excluding bogie trucks and brake gear fittings, fully erected, complete in all respects, including vacuum brake gear, 180 each; m.s. black plate, to PRSS No. M-5/55 Steel Class II, 308 tons; m.s. sheets, copper content not less than 0.2%, weldable quality, 260 tons. Tender No. P&D/WAG-740/S/CTG. Loan No. 391-H-045. U.S. source. Bid deadline May 26. East Pakistan Railway Board, Railway Bldg., Chittagong. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-207.

■ BG bogie flat wagons, BR type, 9; bogie well wagons, BWL type, 6; bogie ballast hopper wagons, BKW type, 50; bogie covered wagons, BCR type, 8; covered cattle wagons, BCMR type, 4. Loan No. 391-H-070. U.S. source. Bid deadline May 20, Government of West Pakistan, Railway Board, Lahore. Tender No. PRI/64/WAG/3/TDR. New tender forms from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-204.

375 Motorcycles, Bicycles, Parts

VENEZUELA—Bicycles for men and boys; importer, distributor requests replies in Spanish. Bici Sport, Edificio Lepanto, Ave. Principal de Bello Monte, Caracas. WTD 3/16/64.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ AUSTRALIA—Trade Mission

Wants educational demonstration classroom equipment. H. Rowe & Co. Pty. Ltd., 7 Flinders Court, Melbourne, Vic. WTD 10/22/63. I.R. 371-A.

Importers of instruments and controls want distributorships in general laboratory electrical measurement equipment, servo instrumentation, computers, data processing equipment, nucleonic instruments, industrial process control, transducers, physical measuring instruments. Ronald J. T. Payne Pty. Ltd., 385 Bridge Rd., Richmond, Vic. WTD 4/19/63. I.R. 240.

Wants to purchase ultrasonic cleaners. Edwin Wood Pty. Ltd., 555 Collins Street, Melbourne, Vic. WTD 7/11/63. I.R. 389.

Wants equipment in non-destructive testing field for metals. Rockley Engineering Co., 642 Harris St., Ultimo, N.S.W. I.R. 198.

Wants clean benches, Whitfield type, electronic particle counter for measuring air pollution, for use in newly constructed "clean labs." National Instruments Pty. Ltd., Melbourne Airport, Essendon, Vic. WTD 9/20/63. I.R. 357.

Wishes to act as agent for U.S. manufacturers of data logging equipment and peripheral equipment such as plotters, short wave, high frequency telecommunications equipment, smoke density equipment for air pollution control, clean work benches, Whitfield type, superheating equipment: spray nozzles, associated control equipment. Pantechna Pty. Ltd., 8-12 Eastern Rd., South Melbourne, Vic. WTD 4/4/62. I.R. 271.

SWEDEN—Navigation, other nautical instruments; direct purchase or agency. Tele-Invest AB (wholesaler, agent), Box 2162, Göteborg 2. WTD 10/16/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ AUSTRALIA—Trade Mission

Wants metering equipment for oil tanker delivery units. Specialized Equipment Supply Co., Suite 18, 428 St. Kilda Rd., Melbourne, Vic. I.R. 332.

Wants agencies from U.S. manufacturers of general electronic units, instruments controls. National Television Engineering Pty. Ltd., 144 Bouverie St., Carlton, Vic. I.R. 375-A.

Interested in obtaining representation for instrument and control companies with the idea of developing sales and eventually manufacturing in Australia for S.E. Asian market. E.A.I. Electronic Associates Pty. Ltd., 34 Queens Rd., Melbourne, Vic. NCIA. I.R. 233.

Wants to represent U.S. manufacturers of printing counter with 5 digits. D.R. Johnston & Co. Pty. Ltd., Suite 14, Stanhill, 33 Queens Rd., Melbourne, Vic. WTD 10/4/64. I.R. 336.

Wants agencies for controls, associated parts for refrigeration units, integrated circuitry such as micro-miniature electronics, range of digital instruments such as voltmeters. Electronic Industries Imports Pty. Ltd., 622 Nicholson St., North Fitzroy, Vic. WTD 9/6/63. I.R. 370.

Wants diaphragm control valve. Automatic Accessories, 218 Belmore Rd., Balwyn, Vic. I.R. 338.

GIBRALTAR—Motor vehicle instruments, accessories, spares. J. B. Haynes Ltd. (importer, retailer, wholesaler, exporter), 27 Cannon Lane.

● **ICELAND**—Water meters, 2,166; various capacities. Tenders I and II, bid deadline May 12, Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik.★ (Telephone: 202-WO 7-2312).

NETHERLANDS—Handwheel position indicators with digital readout. Direct purchase and/or agency. Requests replies from manufacturers only. Handels-en Adviesbureau Ten Heuvel (importer, sales agent), 33 Graaf Adolflaan, Zeist. WTD 8/29/62.

383 Optical Instruments, Lenses

SWEDEN—Probes, visual for inspection of tubes; direct purchase or agency. Tele-Invest AB, (wholesaler, agent), Box 2162, Göteborg 2. WTD 10/16/62.

384 Surgical, Medical, Dental Instruments

★★ AUSTRALIA—Trade Mission

Wants line of safety spectacles: welding glasses; face shields. Industrial Protective Co., 178 Ferrars St., South Melbourne, Vic. I.R. 385.

Wants jig grinders, gas chromatograph. Rockley Engineering Co., 642 Harris St., Ultimo, N.S.W. I.R. 198.

Desires agencies for orthopedic, surgical products. Orthopedic Appliances, 230 Collins St., Melbourne, Vic. I.R. 395-A.

Small new company marketing imported safety equipment desires additional lines of safety equipment. Reliance Safety Equipment Pty. Ltd., 720 Nicholson St., North Fitzroy, Vic. I.R. 331.

GERMANY—All kinds of instruments used in veterinary practices. Replies from manufacturers only; cif European ports. Forschungs-u. Arzneimittel-Grossgesellschaft fuer Tierbetreuung mbH. "Forga", Heesen/Hamm. WTD 3/24/64.

NETHERLANDS—Safety devices, personal, especially new products. Direct purchase and/or agency. Requests replies from manufacturers only. Handelshuis Herbert Snoek (importer, wholesaler), 56 Tolhuisstraat, Rotterdam.

PHILIPPINES—Surgical instruments, medical, hospital equipment, apparatus. Direct purchase and agency. Kuenzle & Steiff, Inc. (importer, wholesaler, retailer, indentor, exporter), 453-459 T. Pinpin, P.O. Box 301, Manila. WTD 6/17/63.

SWEDEN—Throw-away surgical and medical equipment such as syringe needles, caunnlae; direct and agency. AB Sverup (wholesaler, agent), Box 3056, Göteborg 3.

385 Ophthalmic Goods

SWEDEN—High, middle priced sun glasses, polarizing; all kinds of eyeglass cases. AB Segros (manufacturer, wholesaler, agent), Hagåkersgatan 14, Mölndal 4.

386 Photographic Equipment

● **GREECE**—X-ray film. Tender No. 6/64, bid deadline May 28. Institute of Social Insurance (IKA), Supply Dept., 8 Agiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2778).

MOROCCO—Photostatic paper, "transfer" process, in 21 cm. x 27 cm., 21 cm. x 29.7 cm., 21 cm. x 31 cm. single sheets, to be used in offices for photocopies. Quotations Casablanca. Direct purchase and agency. L'Expansion Industrielle (importer), 42, ave. de l'Armée Royale, Casablanca. WTD 3/25/64.

NETHERLANDS—Camera, motion picture; projector, motion picture; other amateur photographic, cinematographic articles. Requests replies from manufacturers only. Fa. J. Teszler, 95-97 Rokin, Amsterdam-C.

Amateur photographic equipment, especially new types and developments for mass sales. Wishes to import on exclusive basis for own account. Requests replies from manufacturers only. J. Sander's Foto Import N.V. (importer, wholesaler), 43 Geldersekade, Amsterdam.

387 Watches, Clocks, Parts

FRANCE—Battery driven electric clocks for household use. C. Spiero (importing wholesaler), Horlogerie et Bijouterie en Gros, 49, Rue de Verdun, Forbach (Moselle). WTD 8/28/63.

GERMANY—Clocks electric used in basketball and ice hockey games; replies from manufacturers only; cif Rotterdam; wholesaler, importer, exporter requests replies in German. Rucanor GmbH., Biberstr. 1, 5 Koeln. WTD 3/20/64.

GIBRALTAR—All kinds of clocks, watches. Taj Mahal (importer, retailer, wholesaler), 197-199, Main St. Cables: TAJ-Gibraltar.

All kinds of clocks, watches. Star of India (importer, retailer, wholesaler), 108 Main St.

394 Toys, Amusements, Sporting Goods

★★ AUSTRALIA—Trade Mission

Wants sporting goods line other than guns and ammo. F. W. Green & Co. Pty. Ltd., 100 Queen St., Melbourne, Vic. WTD 7/31/62. I.R. 292-A.

Large importer-distributor of sporting goods interested in acquiring agencies for U.S. made sporting goods, all types. R. Wallace Mitchell Pty. Ltd., 30 Abbotsford St., North Melbourne, Vic. WTD 7/11/63. I.R. 356.

GERMANY—Sports equipment for archery; electrical basketball scoreboards; winter sports equipment; importer, wholesaler, exporter requests replies from manufacturers only in German. Quotation cif Rotterdam. Rucanor GmbH. Biberstrasse 1, 5 Koeln. WTD 3/20/64.

ITALY—Toys of all types. Galleria S. Carlo (retailer of toys), Via del Corso 114, Rome.

NETHERLANDS—Toys, hobby items. Direct purchase and agency. Ponjee & Hendriks (sales agent, importer), 45 Majellapark, Utrecht.

Model building kits. Direct purchase and/or agency. Havo (importer, sales agent), 58c Huizerweg, Bussum.

SOUTH AFRICA—Toys, games, all types, particularly better glass goods; all types of sporting goods, including underwater equipment; hobbies. Direct purchase and agency. Henwoods Ltd. (retailer, wholesaler, importer), 336 West St., (P.O. Box 3), Durban, Natal. WTD 8/3/62.

VENEZUELA—All kinds of toys: animals, mechanical sets, made of paper, plastic, rubber; importer, distributor requests replies in Spanish. Bici Sport, Edificio Lepanto, Ave. Principal de Bello Monte, Caracas. WTD 3/16/64.

395 Pens, Pencils, Office, Artists' Supplies

AUSTRALIA—Ball point pens, propelling pencils. K. Duffy, K & M Duffy Holdings Pty. Ltd. (importer, manufacturer), 96 Mount St., North Sydney, N.S.W. WTD 3/20/64.

396 Costume Jewelry, Novelties, Notions

GIBRALTAR—All kinds of costume jewelry, novelties, notions. Star of India, 108 Main Street.

Novelties, costume jewelry, notions, other items suitable for gifts. Taj Mahal (importer, retailer, wholesaler), 197-199 Main Street. Cable: TAJ-Gibraltar.

ENGLAND—Notions, including belts and buttons; exclusive, good quality items only. Edward E. Lazarus Ltd. (exporter, importer, wholesaler), 16-25 Bastwick St., London, E.C.1. WTD 3/10-64.

NETHERLANDS—Hair-do articles: curlers, hairpins. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenlaan, Wassenaar.

SOUTH AFRICA—Cuff links, brooches, tie pins, dressing table sets, other items suitable for gifts. Direct purchase and agency. Henwoods Ltd. (retailer, wholesaler, importer), 336 West St., (P.O. Box 3), Durban, Natal. WTD 8/3/62.

SWEDEN—Metal, leather, perlon watch bands. AB Segros (wholesaler, agent, manufacturer), Hagåkersgatan 14, Mölndal 4.

399 Manufacturing Industries

★★ AUSTRALIA—Trade Mission

Reading machines, teaching aids, visual display equipment classroom, administration equipment. Industrial Protective Co., 178 Ferrars Street, South Melbourne, Vic. I.R. 385.

AUSTRALIA—Advertising novelties allied to stationery field. K. Duffy, K & M Duffy Holdings, Pty. Ltd., 96 Mount St., North Sydney, N.S.W. WTD 3/20/64.

■ **EL SALVADOR**—Pick-up truck, 4-wheel drive; station wagon type, 4 wheel drive trucks, 3; Jeep type vehicles, 31; various office equipment, including filing cabinets, desks, chairs, typewriters, stands, adding machines, calculators, 14 items, various quantities. Bids should include cost of servicing, supervision for maximum period of 3 months: installation; adjustment, adapting of needed characters; programming of accounting system, designing needed forms, training of operators. Loan No. 519-L-004. U.S. source. Bid deadline May 11. Administracion de Bienestar Campesino, 7a Ave. Norte No. 409, San Salvador, or Aptdo. Postal No. 490, San Salvador, where bid forms, additional information may be obtained. SBC-204.

GERMANY—Wood metal, plastic gift ware; smoking, desk accessories; letter openers, paper weights. Replies from manufacturers only cif European ports. Erwin Koester, 3 Enneststrasse, 5283 Bergneustadt/Rhld. WTD 7/31/63.

GIBRALTAR—All kinds of cigarette lighters, especially new models. Star of India (importer, retailer, wholesaler), 108 Main St.

NETHERLANDS—Pull-clean towel (continuous cloth towel) appliances. Direct purchase (exclusively). Requests replies from manufacturers only. N. V. Burger Zetlin, 94 Noordweg, Zeist.

Special brushes: hair, tooth. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenplein, Wassenaar.

Nylon umbrellas. Direct purchase and/or agency. Requests replies from manufacturers only. Handelsonderneming P. J. Elberse (importer, exporter, agent), 51 Vosseveldlaan, Soest.

Clippers, hair, electric, magnetic. Requests replies from manufacturers only. Industrie-en Handelsonderneming A. Luxembourg (importer, sales agent), 2 Picardie, Venlo.

SWEDEN—Wire marking tools, equipment, machines; direct purchase or agency. Tele-Invest AB (wholesaler, agent), Box 2162, Göteborg 2. WTD 10/16/62.

■ **TANGANYIKA**—Light fittings for seminars and students union, Ref. No. El/Various 4/20575; heavy sheet glass, cut to size, louvres, No. 20576; flush doors, ironmongery, Ref. No. G6/Various 4/20572; folding sliding doors, No. 20573. Loan No. 616-H-004. U.S. source. Crown Agents, 4 Millbank, London, S.W.1, England. Quotation date May 9. Firms wishing to quote, on basis of c.i.f. Dar es Salaam, may obtain full specifications by writing to Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. 20008, quoting appropriate reference number. SBC-206.

739 Business Services

★★ AUSTRALIA—Trade Mission

Large firm seeks to obtain local civil engineering contract in association with U.S. firms. Will co-operate with U.S. engineering firms in preparing bids for local construction and engineering projects. Has good local contacts that can be helpful. Roche Bros. Pty. Ltd. 22 Dynon Rd., South Kensington, Vic. I.R. 268.

782 Motion Picture Service Industries

SOUTH AFRICA—Filmed television programs. Direct purchase and agency. Photra (Pty) Ltd. (distributor, agent), P.O. Box 9072, Johannesburg.

891 Engineering, Architectural Services

IRAQ—Wants to collaborate with U.S. firms interested in tendering on large construction projects in Iraq. Firm can offer civil engineering services and knowledge local conditions and costs. Sethian Engineering Co., Sa'adoun St. WTD 7/29/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

PHILIPPINES—Dried whey; skimmed milk powder. Republic Feeds Milling (manufacturer), 2514 Rizal Ave., Manila.

204 Grain Mill Products

SWITZERLAND—All kinds of animal feed for pet cats, dogs. Gerstenmuhle AG, importer, manufacturer, distributor, Lutzelfluh, Canton Bern.

209 Food Preparations

PHILIPPINES—Food flavoring. Hermar Corp. (indentor, exporter), 575 Atlanta St., Port Area, P.O. Box 1097, Manila. WTD 6/17/63.

220 Textile Mills Products

AUSTRALIA—Dress materials, piece goods, up to 72" width. Mr. A. J. Weston (indent agent), 5 De Milhaw Rd., Hunters Hill, Sydney, N.S.W.

224 Narrow Fabrics, Other Smallwares Mills

AUSTRALIA—Lace, trimmings, edgings, bindings, braids, elastics, ribbons, galloons, flouncings, ¼"-72" wide. Mr. A. J. Weston (indent agent), 5 DeMilhaw Rd., Hunters Hills, Sydney, N.S.W.

229 Textile Goods

BELGIUM—Waste, processed cotton, rayon and wool; old and new. Agency for Europe. Paul B. Temmerman (agent), 2B Ave. Roger de Grimberghe, Rixensart. WTD 4/2/64.

DENMARK—Crepe nylon yarns (stretch nylon yarns) for textile weaving and knitting industry; requests replies from manufacturers only. Manuel Andres (agent), Textilagentur, Skolestien, Hellebaek. WTD 4/5/63.

251 Household Furniture

SOUTH AFRICA—Garden furniture on sole agency basis. Smith's Saddlery, Mining and Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

264 Converted Paper, Paperboard Products

AUSTRALIA—Pressure-sensitized paper which produces copy without aid of carbon. Mr. Frank Ford (importer, indent agent), Windsor House, 26 Stafford St., Double Bay, N.S.W.

281 Industrial Chemicals

MEXICO—Sodium sulfate; agency representative requests replies in Spanish. Sr. Bernardo C. Villalobos, Aptdo. Postal 464, Edificio del Banco de Mexico, Despacho 307, Torreón, Coah. WTD 4/9/64.

306 Fabricated Rubber Products

NETHERLANDS—Mounting rubbers, shock absorbers, rubber and plastic, for technical purposes; gloves, industrial, rubber; new technical rubber products for industry. Wishes an agency representation for Benelux countries. Requests replies from manufacturers only. Houpt Handelsonderneming (importer, wholesaler, sales agent), 14 Lassuslaan, Bilthoven.

307 Plastic Products

NETHERLANDS—Furniture plastics. Exclusive agency wanted. H. B. Verbeek (importer), 249 Herengracht, Amsterdam.

All kinds of plastic products. Exclusive agency. Requests replies from manufacturers only. U N A, N.V., 90c Arubalaan, Amersfoort.

326 Pottery

CANADA—Kitchenware, gift products with kitchen motif packaged and carded, suitable for supermarkets, limited price variety stores. Donald T. Howell (importer), Reg'd. Suite 47, 3500 Mountain St., Montreal 25, Quebec. WTD 4/1/64.

329 Abrasives, Asbestos, Non-Metallic Mineral Products

NETHERLANDS—Grinding wheels. Exclusive agency. Requests replies from manufacturers only. N.V. Technisch Handelsbureau Sorel (importer, wholesaler), 28 Van Stolkweg, The Hague.

342 Cutlery, Hand Tools, General Hardware

CANADA—Kitchenware, gift products with kitchen motif, packaged and carded; suitable for supermarkets, limited price variety stores. Donald T. Howell Reg'd. (importer), Suite 47, 3500 Mountain St., Montreal 25, Quebec. WTD 4/1/64.

NETHERLANDS—Electric hand tools, seals, rotary files for machine building purposes. Exclusive agency. Requests replies from manufacturers only. N.V. Technisch Handelsbureau Sorel (importer, wholesaler), 28 Van Stolkweg, The Hague.

PHILIPPINES—General hardware including hand saws, hack saw blades, pliers, axes, screwdrivers, hand taps, dies, hammers, locks, padlocks; automotive tools including open wrenches, back wrenches, adjustable wrenches, socket wrench sets, socket handles, attachments, screwdrivers. Eurasian-American Commercial (manufacturers agent), 601 Manhattan Bldg., Nueva St., Bx 1118, Manila. WTD 8/7/62.

Mechanics' hand tools made of high carbon steel; requests catalogs, replies from manufacturers only for representation in an exclusive capacity. Quality Factors (manufacturers' representative), R-208 Alliance Bldg., Rosario St., Manila.

SOUTH AFRICA—Door locks, knockers; barbecue hardware, gadgets; workmen's hand tools. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Garbage incinerators for apartment buildings, requests replies from manufacturers. Skandia Koehn & Co. (sales agent), Ernst-Merck Strasse 12-14, Hamburg.

NETHERLANDS—Electric and gas heaters, gas burners. Exclusive agency. Requests replies from manufacturers only. Una, N.V. (importer, exporter, sales agent), 90c Arubalaan, Amersfoort.

NETHERLANDS—Low pressure gas burners. Exclusive agency desired. Requests replies from manufacturers only. Gautzsch's Industrieele Maatschappij voor Electriciteit en Gas (GIMEC), N.V., 365-367 Keizersgracht, Amsterdam.

SOUTH AFRICA—Portable unvented kerosene heaters. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

346 Metal Stamping

PHILIPPINES—Complete line of aluminum or stainless steel kitchenware. Vesta Commercial (importer), 251 San Vicente, Manila. WTD 4/22/63.

SOUTH AFRICA—Kitchen utensils, stamped, pressed; in stainless steel, tinware; kitchen gadgets. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

349 Fabricated Metal Products

NETHERLANDS—Low pressure gas valves. Exclusive agency desired. Requests replies from manufacturers only. Gautzsch's Industrieele Maatschappij voor Electriciteit en Gas (GIMEG), N.V. 365-367 Keizersgracht, Amsterdam.

352 Farm Machinery

PHILIPPINES—Sprayer for garden, garden hose fittings. Eurasian-American Commercial (manufacturer's agent), 601 Manhattan Bldg., Nueva St., Bx 1118, Manila. WTD 8/7/62.

SOUTH AFRICA—Garden sprayers. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

353 Construction Machinery

DENMARK—Contractors equipment, road construction and maintenance equipment, snow plows, loaders, automobile maintenance equipment, accessories. Ingeniorfirmaet E. Gervin Andersen (importer, agent), 57 Hareskovvej, Copenhagen Brh. WTD 4/2/64.

PHILIPPINES—Logging tools. Eurasian-American Commercial (manufacturer's agent), 601 Manhattan Bldg., Nueva St., Bx 1118, Manila. WTD 8/7/62.

354 Metalworking Machinery

AUSTRALIA—Electric hand tools including drills, grinders, sanders, polishers, nibblers, shears, percussion drilling machines. M & J Ellis & Co., 145 Broadway, Sydney, N.S.W.

NETHERLANDS—Low pressure gas regulators. Exclusive agency desired. Requests replies from manufacturers only. Gautzsch's Industrieele Maatschappij voor Electriciteit en Gas (GIMEC), N.V., 365-367 Keizersgracht, Amsterdam.

TURKEY—Tool machinery lathes, general construction, industrial machines; requests replies from manufacturers only. Selahattin Ungan (mechanical engineer, contractor, commission agent), Gazi Mustafa Kemal Bulvari 8/1, Istas Apt. Daire 2, Ankara. WTD 10/4/63.

356 General Industrial Machinery

NETHERLANDS—Marking and coding equipment; printing attachments for packages of every size. Exclusive representation wanted. Technische Handelsonderneming Automator, C.V. (importer, wholesaler, sales agent), 7-9 Posthoornstraat, Rotterdam. WTD 11/23/62.

Bearings for machine building. Exclusive agency. Requests replies from manufacturers only. N.V. Technisch Handelsbureau Sorel (importer, wholesaler), 28 Van Stolkweg, The Hague.

PHILIPPINES—Sprayer for painting. Eurasian-American Commercial (manufacturer's agent), 601 Manhattan Bldg., Nueva St., Bx 1118, Manila. WTD 8/7/62.

358 Service Industry Machines

NETHERLANDS—New types of floor cleaning machinery, equipment (sweepers, cleaners, vacuum cleaners for large scale industrial or commercial use). Exclusive agency desired. Requests replies from manufacturers only. Handelscompagnie N.V. (manufacturer, importer, sales agent), Afd. Scheepsinventarissen en Vloeronderhoud, 1 O.Z. Waalhaven, Rotterdam-22. WTD 5/15/62.

Automatic water softening, filtration apparatus. Exclusive agency. Technisch-Chemisch Bureau Techem (manufacturer, importer, retailer), 260 Valeriusstraat, Amsterdam.

361 Electrical Transmission, Distribution Equipment

NETHERLANDS—Industrial electrical switches (automatic contactors), also for copper-clad materials. Exclusive agency desired. Technisch Bureau A. Laumans (importer, wholesaler), 76 Gasthuisstraat, Tegelen.

362 Electrical Industrial Apparatus

NETHERLANDS—Electrotechnical materials for buildings. Wishes to act as sales agent for Western Europe. Requests replies from manufacturers only. Hollaers Agents (sales agent), P.O. Box 133, Heerlen.

363 Household Appliances

NETHERLANDS—Gas heating appliances. Exclusive agency. Requests replies from manufacturers only. N.V. Handelmaatschappij Van Santen & Co., 555 Herengracht, Amsterdam. WTD 2/1/62.

366 Communication Equipment

AUSTRALIA—Telephone equipment, both push-button and automatic; private automatic branch exchange (PABX); wall mounted PABX; loudspeaking telephones; radio paging systems. With a view to eventually manufacturing under license. Ericsson Telephones (Australia) Pty. Ltd. (manufacturer, importer), 13-17 Botany St., Redfern, N.S.W.

SOUTH AFRICA—For television: cameras, distribution equipment, equipment (industrial), studio equipment. Photra (Pty) Ltd., P.O. Box 9072, Johannesburg.

367 Electronic Components, Accessories

SOUTH AFRICA—Electronic equipment, on sole agency basis. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

371 Motor Vehicles, Motor Vehicle Equipment

MOROCCO—Repair, replacement parts for motor vehicles; requests replies in French. Etablissements Tawfik, S.A. (agent), 34 Avenue du Chellah, Rabat. WTD 1/27/64.

SOUTH AFRICA—Automobile accessories. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

384 Surgical, Medical, Dental Instruments

FRANCE—Electro-medical apparatus, light and medium-duty; electro-surgical instruments, related electrical scientific devices (a.c., mono, 50 cycles, 110 and 220 v.), preferably rehabilitation equipment of new types. Manufacturer of massage apparatus and of electrical appliances for therapeutic treatment interested in direct exclusive agency for France or section thereof, preferably in exchange of sales services and distribution facilities for non-competitive products. Société d'Appareillage du Sud-Ouest, Boite Postale No. 13, Marmande, Lot-et-Garonne. WTD 4/3/64.

399 Manufacturing Industrial Products

SOUTH AFRICA—Garden umbrellas. Smith's Saddlery, Mining & Engineering Products (Pty) Ltd., P.O. Box 6789, Johannesburg.

Leads for Importers

223 Broad Woven Fabric Mills, Wool

★★ NEW ZEALAND—Trade Mission

Wants to offer N.Z. made 100% wool blankets f.o.b. price $5-10 to U.S. market. Would like to find agent in New York. Anthony Creations Ltd., 28 Fanshawe Street, Auckland, C.L. NCIA. I.R. 307.

249 Wood Products

MOROCCO—Raw cork. Available from next crop beginning November. Etablissements Tawfik S.A., 34, Ave. du Chellah, Rabat. Requests replies in French. WTD 1/27/64.

SWEDEN—Manufacturer wants to sell wooden plugs, dowels, handles, other turned goods; mouse, rat traps; furniture plugs, multigrooved ⅜" dia. Lentix Wood Industries AB, P.O. Box 206, Kalmar. WTD 4/8/64.

261 Pulp Mills, Products

SWEDEN—Sulfite pulp, unbleached. Oskarstroms Sulphite Mills AB. WTD 3/18/64.

281 Industrial Chemicals

MOROCCO—Manganese dioxide, Mn02: 80%, 84%, 88%, 92%. Etablissements Tawfik S.A., 34, Ave. du Chellah, Rabat. Requests replies in French. WTD 1/27/64.

282 Synthetic Materials

GERMANY—Polyethylene granules to be used in own production and to be resolved on basis of distributor's agreement to industrial uses in W. Germany. Varta-Plastik GmbH (manufacturer), 6480 Waechtersbach/Hessen. WTD 3/19/63.

314 Footwear

★★ AUSTRALIA—Trade Mission

Manufacturer of orthopedic footwear—only producer in Australia—desires to sell shoes in U.S., seeking agent on East Coast. Rampling & Hall Pty. Ltd., 376 Hoddle St., Clifton Hill, Vic. WTD 6/24/47. I.R. 274.

329 Abrasive, Asbestos, and Miscellaneous Nonmetallic Mineral Products

★★ AUSTRALIA—Trade Mission

500 tons monazite. Dreyfus & Co. Ltd., 533 Collins St., Melbourne, Vic. I.R. 320.

333 Primary Smelting, Refining of Nonferrous Metals

MOROCCO—Firm wishes to export metallurgical manganese; metal tenure of various categories: Mn 49%, Fe 0.5-1%, Si02 7-8%, Pb 1%; Mn 48-50%, Fe 5%, Si02 10%, Pb 0.05%; Mn 48%, Fe 2%, Si02 11.5%, Pb 0.04%. Etablissements Tawfik S.A., 34 Ave. du Chellah, Rabat. Requests replies in French. WTD 1/27/64.

342 Cutlery, Hand Tools, General Hardware

★★ AUSTRALIA—Trade Mission

Interested agents in U.S. who can sell locally made diamond tools. Mindrill Ltd., 64-74 Bell St., Preston, Vic. WTD 9/10/62. I.R. 251.

GERMANY—Manufacturer wishes to export kitchen knives; pocket knives; pocket scissors; manicure implements. Special sample set of knives will be sent to U.S. inquirers upon receipt of $1 check drawn on American Express Co. Oskar Kemper K. G., 7 Parkstrasse, 565 Solingen-Ohligs. For price lists and brochure write to: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 12/20/62.

Clamps for concrete formwork. Wholesaler seeks U.S. representative for whole of U.S. C. Schueckhaus KG, 1 Liebigstrasse, 4018 Langenfeld-Richrath. WTD 4/1/64.

353 Construction Machinery

★★ AUSTRALIA—Trade Mission

Concrete extrusion machine to lay curb, gutters. Kerbmaker Ltd., Moorabool St., Geelong, Vic. I.R. 235.★

Earth boring and hydraulic equipment. Proline Sales Interstate Ltd., 41 Boomerang Rd., Croydon Park, S.A. I.R. 284.★

356 General Industrial Machinery

★★ AUSTRALIA—Trade Mission

Wants distributor in U.S. for piston pumps for crop spraying—simple design, low cost, low maintenance. Mr. W. S. Lowe & John P. Young & Associates, 2 Glen St., Hawthorn, Vic. I.R. 372.

FINLAND—Steel gears, unmounted or mounted in iron gear housings, used variety of purposes such as: lumber or paper mills, steel mills, ferry boats, conveyers as well as gear transmission, reduction transmission, reduction gear housings. Manufacturer seeks agency-distributors, preferably on territorial basis encompassing large areas, e.g., New England, Midwest, Southeastern States. V. Kumpulainen OY, Tinasepantie 17, Helsinki. WTD 1/16/64.

384 Surgical, Medical, Dental Instruments

★★ NEW ZEALAND—Trade Mission

Wishes to sell or license for manufacturer in the U.S. electric fence unit patented in U.S., veterinary instruments and special purpose plastic fabricating machinery. Plastic Products Ltd., Hamilton, New Zealand. I.R. 238.★

509 Wholesalers

GERMANY—Spinnerettes of precious metal for nylon threads. Ingenieurbuero fuer Electronik Hansgeorg Schukat, 27 Krischerstrasse, 4019 Monheim/Rhld. WTD 5/2/63.

599 Retail Stores

NEPAL—Ivory curios (sanctuary and art goods), up to 500 pc. at a time. National Trading Ltd., Lal Durbar, P. Box 128, Kathmandu. Samples will be sent upon request. WTD 7/24/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—R. Payne, representing Parkes Developments Pty. Ltd., 147A King St., Sydney, N.S.W., interested in **regional shopping centers, subdivision** and **town house developments;** also requesting technical information on above. Here for one month. c/o Sheraton-Atlantic Hotel, Broadway & 34th, New York, N.Y.; Roger Smith Hotel, 18th & Pennsylvania Ave., NW., Washington, D.C. (5/1); Mayflower Hotel, 535 S. Grand, Los Angeles, Calif. (5/7); Chancellor Hotel, 433 Powell, San Francisco, Calif. (5/13); Islander Hotel, 400 Seaside Ave., Honolulu, Hawaii (5/16). Itinerary: New York, Washington, Los Angeles, San Francisco, Honolulu.

BRAZIL—Joaquim de Assiz Souza, Managing Director, and Henrique Guilherme Bork, DATAMEC S.A.—Oranizacao e Servicos Mecanizados, Ave. N.S. de Fatima 22, 3° andar, Rio de Janeiro, Estado do Guanabara, interested in visiting organizations using **data processing machines** and **techniques,** especially those employing these techniques in installment sales, stock and unit control, payrolls, sales and analysis, invoicing and financial reports; also requesting technical information on above subjects. Beginning of May via New York for one month. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: As required.

Mario Frugiuele and Max Zolko, representing Moveis de Aco Fiel S.A., Rua Cachoeira 670, Sao Paulo, announced in INTERNATIONAL COMMERCE 3/30, has revised schedule, currently here to May 12, c/o Sheraton-Chicago Hotel, 505 N. Michigan, Chicago, Ill., (April 28-May 4); Hotel Victoria, 51st St. & 7th Ave., New York, N.Y. (May 5-12). Itinerary: Chicago, New York.

CEYLON—Asker S. Moosajee, representing Moosajees, Ltd., P.O. Box 367, Colombo, interested in contacting feedstuffs exporters and manufacturers of **machinery** for **animal feeds;** also requesting technical information on above. Early May via New York for two months. c/o Waldorf-Astoria Hotel, 50th & Park Ave., New York, N.Y. Itinerary: Des Moines, New York, Washington, Kansas City, Detroit, Denver, Chicago, Los Angeles, Salt Lake City.

DENMARK—Ernst Engel Andreasen, representing Skandinavisk Reservedels Import A/S, Slotsgade 7, Odense, interested in visiting **supermarkets for hardware, tools** and **food;** also **establishing business relation with manufacturers of car accessories.** April 29-May 1 via Los Angeles for 10 days. c/o Mr. E. Ersbol, No. 1 Clan Drive, E. North Port, Long Island, N.Y. Itinerary: Los Angeles, San Francisco, Denver, Omaha, Chicago, New York.

ENGLAND—H. F. Marks, Vice Chairman, The National Association of Warehouse Keepers, 1-2 Babmaes St., Jermyn St., London, S.W.1., interested in **warehousing procedures** and **methods** and **visiting warehouses** of **large corporations.** May 1 via New York for 17 days. c/o Savoy-Hilton Hotel, 5th Ave. & 58th, New York, N.Y. (May 1-3, May 13-

16); Conrad Hilton Hotel, 720 S. Michigan, Chicago Ill. (May 3-6); Drake-Wiltshire Hotel, 340 Stockton, San Francisco, Calif. (May 6-9); Statler-Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. (May 9-13). Itinerary: New York, Chicago, San Francisco, Los Angeles.

Gerald A.M. Frischer, representing Frischers Ltd., 3 Fitzroy St., London, W.1., interested in purchasing **giftware** and **advertising novelties.** May 1 via New York for 3-4 weeks. c/o Silvey Shipping Co. Inc., 8 Bridge St., New York, N.Y. Itinerary: New York, Providence.

GERMANY—Carl and Egon Schewe, representing Carl Schewe, Burchardstrasse 21, Hamburg 1, interested in contacts with manufacturers of **men's** and **boy's leisure wear.** April 28 via New York for two weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Lexington, Ky., Nashville, Tenn.

Friedrich-Wilhelm Paurat, Manager, Paurat GmbH, Friedrichsfeld/Ndrrh., 4222 Friedrichsfeld, Alte Huenxer Strasse 45, Postfach 20, interested in license arrangement or license exchange for **coal mine equipment,** preferably **coal-cutting machines** and **conveyors for coal** and **rock** and requesting technical information on **latest developments in continuous mining machines** and **appropriate conveyors;** also will participate in: International Congress for Strata Control, New York, N.Y. (May 4-8); American Mining Congress, Cleveland, Ohio (May 11-14). April 29 via New York for three weeks. c/o Statler Hilton Hotel, 7th Ave. & 33rd, New York, N.Y. (April 29-May 10); Statler Hilton Hotel, Euclid & E. 12th, Cleveland, Ohio (May 11-15). Itinerary: New York, Cleveland.

IRELAND—Either P. D. O'Herlighy, N. McNamara, J. F. McHenry, representing Cor-Tex Proofers Ltd., Kinsale Road, Cork, interested in production of **flexible urethane foams** and their **end products** (mattresses, foambacks, upholstery); also requesting technical information on above. May via New York for 2-3 weeks. c/o Irish Export Board, 33 E. 50th St., New York, N.Y. Itinerary: New York.

PORTUGAL—Alberto Almada Jorge, Commercial Manager, Estabelecimentos Jeronimo Martins & Filho, Lda, Rua Ivens 57—1", Lisbon, importer of food products, pharmaceuticals, drugs, industrial chemicals, steel mill products, interested in **chemicals, plastics** (raw materials), **rubber** (synthetic). Late April via San Francisco for one month. c/o Consulate of Portugal, 3298 Washington, San Francisco, California. Itinerary: San Francisco, Los Angeles, Houston, Wilmington, Paramus, N.J.

SAUDI ARABIA—'Omar Qasim al-'Isayi and 'Abd al-Rahman 'Arif, representing al-'Isayi Trading Corp., P.O. Box 1342, Jidda, interested in contacting manufacturers and exporters of **heavy duty equipment, vehicles, tires, tubes, batteries, auto spare parts,** and **rice,** with view to obtaining agencies or distributors. Late April-early May via New York for two weeks. c/o Astor Hotel, Broadway & 44th, New York, N.Y. Itinerary: New York, Detroit.

SOUTH AFRICA—Kay Palmer, General Manager, Medicus Shoes (Pty.) Ltd., P.O. Box 3046, Port Elizabeth, interested in **shoe manufacturing, marketing, selling;** also requesting **technical information on factory machinery.** May 3 via New York for six weeks. c/o Hotel Americana, 7th Ave. & 52nd, New York, N.Y. (May 3-11; May 28-June 3); St. Francis Hotel, Powell & Geary, San Francisco, Calif. (May 11-15); Statler-Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. (May 15-19); Sahara Hotel, Las Vegas, Nev. (May 19-24); Palmer House, State & Monroe, Chicago, Ill. (May 24-28). Itinerary: New York, San Francisco, Los Angeles, Las Vegas, Chicago.

Julius Solomon, representing self (specialist printer), interested in **purchasing machinery** and **equipment for manufacture of cloth labels** (woven and printed), narrow fabrics; establishing **licensing rights** to manufacture same in South Africa; **visiting plants to observe machines in operation;** also requesting technical information on the manufacture of these commodities. End of April via New York for one-two weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Chicago.

SOUTHERN RHODESIA—Brian, Stringer, representing Associated Chambers of Commerce of Rhodesia, P.O. Box 1934, Pax House, Union Ave., Salisbury, interested in **Chambers of Commerce.** May 4 via New York for four days. c/o of Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

SWEDEN—Bengt Hakansson, Manager, Hakanssons Manufaktur AB, Amal, interested in contacting importers and dealers of **cutting tools** including bandsaw blades, hacksaw blades, power hacksaw blades, cutoff wheels, grinding discs, toolbits. April 28 via Honolulu until June 1. c/o Hakansson Industries, Inc., 9932 So. Torrence Ave., Chicago, Ill. Itinerary: Honolulu, Los Angeles, Denver, Chicago, New York.

SWITZERLAND—Olivier R. Mermod, representing CIBA Ltd., Monthey VS, interested in **chemical engineering relating to installing automatized storage** and **materials handling facility** at company's plant; also requesting **technical information** on **automation of storage facilities.** May 1 via New York for one month. c/o John Richert, 3414 Newark St., NW., Washington, D.C. Itinerary: New York, Boston, Cleveland, Pittsburgh, Detroit, Chicago, Minneapolis, Denver, Atlanta, Columbia, S.C., Washington.

Eduard Spahr, Manager, Sparewa Watch, Ed. Spahr & Co., Kanalgasse 38, Biel, Canton Bern, interested in contacting U.S. manufacturers of **materials related to watch trade** including **electronic, technical** or **mechanical equipment, tools; novelties** with view of representing them in Switzerland. Here for one week. c/o Hotel Manhattan, 44th St. & 8th Ave., New York, N.Y. Itinerary: New York.

TURKEY—Ferit Samikoglu, representing self, Tersame Sokak No. 9, Riza Bey Han, Arapcami, Galata, Istanbul, interested in obtaining **agencies** for **earth-moving** and **construction machinery** and **equipment;** also contacting suppliers of **spare parts.** Here for five weeks. c/o 565 W. 169th St., New York, N.Y. 10032. Itinerary: New York, Philadelphia, New Jersey, Cleveland, Detroit, Chicago, Minnesota.

Construction Projects

ETHIOPIA—(E$2.50 = US$1.00). The Imperial Ethiopian Government is planning to issue invitations to bid for construction of **3-station broadcasting system** to be financed by Agency for International Development. Broadcasting system proposed includes one 100kw medium-wave broadcast station at Addis Ababa; one 100kw medium-wave station at Harrar, one 50kw station at Asmara. Transmitter for Asmara station will be located in Adi Urgi area 50km south of city.

Proposal will call for bids on equipment and for construction of 3 medium-wave radio broadcast stations and ancillary equipment. Procurement is limited to the United States.

U.S. contractors interested in bidding can obtain a copy of bid document and specifications from: George P. Adair Engineering Co., 901 20th St., NW., Washington, D.C. 20006. (Telephone: 333-1116). Bids are to be submitted by July 13 to: General Manager, Imperial Board of Communications of Ethiopia, Telecommunications Bldg., Addis Ababa.

INDONESIA—(100 rupiah = US$.35). Embassy at Djakarta will be issuing invitation for bids for construction of **Marine Guard Quarters, servant quarters, warehouse** and **related works,** approx. 11,150 gross sq. ft. Prospective sub-contractors and material suppliers may wish to communicate directly with the Embassy for additional information. Payments in foreign currencies likely.

IRAN—(100 rials = US$1.32). The American Consulate at Tabriz will be issuing invitation for bids for construction of **consulate residence office building, gate house, utility building,** approx. 14,428 gross sq. ft. Prospective sub-contractors may communicate directly with the consulate. Payments in foreign currencies likely.

KOREA—The Embassy at Seoul will be issuing invitations for bids for construction of 5 **senior officers' residences,** approx. 17,290 gross sq. ft. Prospective sub-contractors may communicate directly with the Embassy for further information. Payments in foreign currencies likely.

LIBERIA—($1 = US$1). The American Embassy, Monrovia, will be issuing invitations for bids for construction of an **office building annex, bath house, swimming pool, tennis court.** Prospective sub-contractors and material suppliers may communicate directly with the Embassy. The office building annex and bath house consist of approx 7300 sq. ft. Payments in foreign currencies likely.

NETHERLANDS—(10 guilders = US$2.76). Rotterdam municipality is reportedly planning further **expansion** of **Europort Harbor Project,** including **extension** of **Caland Canal** to link eastern section of Europort with sea. Contact: U.S. Embassy, 102 Lange Voorhout, The Hague.

PERU—(100 soles = US$3.73). The Agency for International Development will lend Peru equivalent of $1.5 million to **improve** 176km **road** ending at regional seaport of Pacasmayo. Another $671,642 AID loan will be used to improve parts of 105km road in Dept. of Madre de Dios.

Improvements of Pacasmayo road will consist of asphalting 46 km. of highway, **replacing** inadequate and obsolescent **bridges, improving** and compacting 130 km. Work on 2nd road project will include building of **culverts** and **bridges, clearing landslides, completing grading** of 34 km. of roadway.

Local currency funds for AID loans were generated from the sale in Peru of U.S. commodities under the Food for Peace program.

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Calendar *for international traders*

April

27—Importers' Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

28—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce, Field Office, **St. Louis, Mo.**

28—Midland-Odessa International Trade Conference, 9:00 a.m., Ranchland Hill Country Club, **Midland, Texas.** Sponsors: West Texas Chamber of Commerce, Department of Commerce, Regional Export Expansion Council, Small Business Administration.

28—International Trade Club Seminar on Practices and Techniques of Exporting, 6:15 p.m., Hamilton Hotel, **Chicago, Ill.** Sponsor: International Trade Club of Chicago.

30—11th Annual World Trade Day Conference, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: International Trade Association of New England, Inc., Department of Commerce Field Office, REEC. "E" Award Presentation, E. E. Schnellbacher, Acting Deputy Director, Bureau of International Commerce.

May

1—Affiliated Advertising Agencies International annual convention, **Knoxville, Tenn.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

4—Monthly meeting, Houston World Trade Assn., **Houston, Texas.**

4—American Ceramic Society, Northern Ohio Chapter, monthly dinner meeting, **Cleveland, Ohio.** Speaker: Harold Lamar, Office of Foreign and Commercial Policy, BIC.

4—International Trade Conference in conjunction with Wichita Falls Manufacturers' Opportunity Week, 11:00 a.m. **Wichita Falls, Texas.** Sponsors: Chamber of Commerce, Department of Commerce, REEC.

5—Export Workshop, **Atlanta, Ga.** (First of 4 weekly sessions.) Sponsors: World Trade Council, Atl. Chamber of Commerce, Int'l. Trade Assn. of Atlanta, REEC.

5—Monthly meeting, World Trade Committee, Dallas Chamber of Commerce, Dallas Athletic Club, **Dallas, Texas.** Speaker Thomas F. Donovan, Special Representative, The World Trade Center, Port of New York Authority.

5—"Mobile Profits in Exports" conferences, **New Brunswick, N.J.,** and **Elizabeth, N.J.** Sponsors: New Brunswick Chamber of Commerce, Chamber of Commerce of Eastern Union County, New York Field Office, Department of Commerce, REEC.

6—Export expansion seminar, **Blue Island, Ill.** Sponsors: Blue Island Chamber of Commerce, Department of Commerce.

7-8—Western International Trade Group Meeting, **Seattle, Wash.** Speaker: Eugene M. Braderman, Director, BIC.

8—Export Expansion Seminar, Chamber of Commerce, **Long Beach, Calif.** sponsors: Long Beach Chamber of Commerce, Los Angeles Field Office.

9—National Management Association of Southern California, annual conference, Ambassador Hotel, **Los Angeles, Calif.,** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

11-14—Mississippi Valley World Trade Conference, Roosevelt Hotel, **New Orleans, La.** Sponsors: International House, Port of New Orleans, Mississippi Valley Chambers of Commerce, Louisiana REECs, Department of Commerce Field Offices at New Orleans, Memphis. Speaker (May 13) Franklin D. Roosevelt, Jr., Undersecretary of Commerce.

12—Export Expansion Conference, **Tacoma, Wash.** Sponsors: Chamber of Commerce, Washington REEC, Department of Commerce Field Office at Seattle. Speaker; Daniel L. Goldy, National Export Expansion Coordinator.

12—Exporters Roundtable, North American Aviation, **El Segundo, Calif.** Sponsors: Los Angeles Field Office, REEC.

12—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

12—Monthly luncheon meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Speaker: K.N. Wahal, Consul (Commercial) of India.

12—Opening session, week-long observance of World Trade Week, Chip and Plank Room, **St. Louis, Mo.** Sponsors: Federal Business Association of Greater St. Louis, REEC. Speaker: NEEC Representative, M.R. Chambers of International Shoe Co.

12—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

13—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri; World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Robert Patterson, Business Services Division, Export-Import Bank of Washington.

13—Public Relations Society of America, monthly luncheon, **New York, N.Y.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

13—Minnesota World Trade Association, monthly dinner meeting, Pick-Nicollet Hotel, **Minneapolis, Minn.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

14—Export Expansion Workshop, Arizona State University, **Tempe, Ariz.** Sponsors: Arizona REEC, Arizona State University, Department of Commerce Field Office at Phoenix. Speaker: Robert F. Dwyer, Sr., National Export Expansion Council.

14—In-office Export Expansion Meeting Field Office, **Chicago, Ill.** Sponsors: Department of Commerce, REEC.

16—One-Day Export Expansion Conference, Science Hall Auditorium, Orange State College, **Fullerton, Calif.** Sponsors: Orange County Associated Chambers of Commerce, Los Angeles Field Office, REEC.

18—American Management Association Conference on Industrial Development of Greece, Astor Hotel, **New York, N.Y.**

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